Trade and Industry

8 October 1976 35p

Flame-sprayed protection from North Sea corrosion

If it's got to be there tomorrow morning Datapost it today!

THE POST OFFICE IN DRUGS PROBE!
A TRUE STORY!
TO KEEP HORSE RACING FAIR STEWARDS SECRETLY SELECT CERTAIN HORSES FOR DOPE TESTS! TELL-TALE SAMPLES MUST REACH THE RACECOURSE SECURITY SERVICES LABORATORY AT NEWMARKET WITHOUT DELAY!
4-30 P.M. FRIDAY — AYR RACECOURSE...
UNDER CONDITIONS OF SECRECY A SKILLED VET TAKES SAMPLES FROM THE CHOSEN HORSES...
...DEFTLY FASTENING A LEAD SECURITY SEAL TO EACH PHIAL BEFORE PACKING THEM IN A SPECIALLY PADDED BOX
THE POSTMAN ARRIVES IMMEDIATELY AFTER THE LAST RACE...
THANK HEAVENS THEY'RE IN SAFE HANDS!
SURGERY
DATA POST
TO
...AND THE SAMPLES BEGIN THEIR 350 MILE JOURNEY...
BRITISH CALEDONIAN
...BEING RUSHED TO EDINBURGH AIRPORT TO CATCH THE PLANE TO GATWICK!...
...AND A WAITING POST OFFICE VAN!...
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VCG 565N
8-00 A.M. SATURDAY — NEWMARKET LABORATORY
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Trade and Industry

8 October 1976

News from the Departments of Industry·Trade·Prices & Consumer Protection

Flame spraying the bearing area of a 14 in diameter normalised steel pulley shaft with stainless steel at the works of Deritend Electrical Services. The pulley is one of a set of four to be incorporated in two new recovery winches for an oil rig operating in the North Sea.

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ABC

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The Editor regrets that due to a continuing industrial dispute within the printing industry, some material intended for this issue has been omitted or held over.

Government believes in 'a vigorous private sector': Eric Varley

The British government believed in 'the importance of sustaining a vigorous private sector', said Eric Varley, Secretary of State for Industry, on Wednesday, when speaking in London at an American Chamber of Commerce (UK) seminar on investment.

The government believed also in the need for industry, whether public or private, to earn an adequate return on its investments.

The white paper 'An Approach to Industrial Strategy' spoke of the decline in profitability of British manufacturing industry. It committed the government to 'ensuring that industry, both public and private, is able to earn sufficient profits on its investment to spur managements to expand and innovate and to provide them with the internal finance on which to base investment. Adequate sources of external funds are also vital.'

'We recognise the desire for stability in the tax system with respect to industry, and we recognise relevance of personal taxation to initiative, including managerial initiative,' said Mr Varley.

The government recognised also industry's need for stability, and for an encouraging environment in which to flourish. And 'we have recognised the necessity of having the support of both sides of industry.'

The government did not regard the nationalised industries as being exempted from the pressures and constraints that applied to the private sector. They were not entitled to a never-ending supply of government finance, as was shown by the decision to impose cash limits on the total of their grants and borrowing. High priority was being given to productive investment by them, and also to improvements in labour productivity. The two biggest industrial investors in Britain were the Post Office and the British Steel Corporation, and the BSC recently concluded a demanning agreement with the unions in the industry.

'Consistent with this policy, we think that the prices to each of the nationalised industries, including those in the energy sector, should at least reflect costs,' Mr Varley said. 'In the longer term, we aim to have more formal financial objectives for gas, electricity and coal. And, naturally, nationalised industries supplies are being carefully studied as our industrial strategy develops.'

The Post Office had just announced a large profit.

Mr Varley said that although the United States remained our largest investor, substantial increases could be seen in 1973 and 1974 in investment from South Africa, Canada, West Germany and Switzerland, with a resultant increase in the overall flow.

There continued to be special attractions in the UK for direct investment from the United States, including the same language,

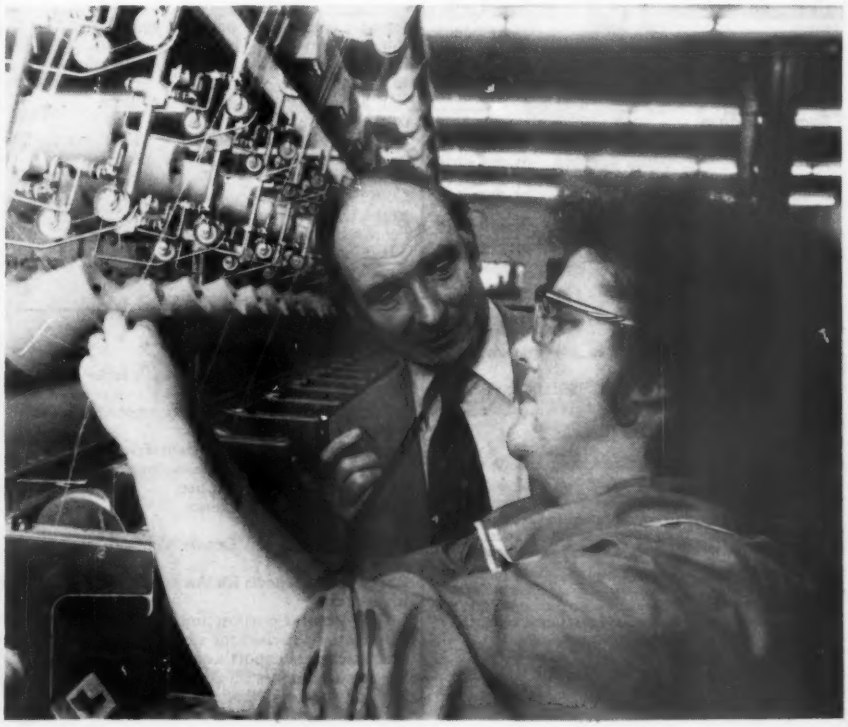
HM the Queen's reception for winners of The Queen's Awards for Export and Technology in 1976

The reception at Buckingham Palace for marking the achievement of winning The Queen's Awards in 1976 will take place on Wednesday 15 December. Three representatives of each winning firm or unit will be invited to attend the reception. These will be drawn from different levels in the company eg director, foreman, production worker, or corresponding positions where these are not applicable.

The reception is to be an annual event for winners of The Queen's Awards.

Companies who wish to apply for the 1977 awards and who have not yet applied for them are reminded that the closing date for applications is 31 October 1976. Forms can be obtained from The Queen's Awards Office by telephoning 01-222 2277.

Alan Williams, Minister of State, Department of Industry, visited wool textile firms in west Yorkshire last Tuesday. He is seen here with Mrs Florence Sharpe who works at the new textile complex of W. and J. Whitehead Ltd, Laisterdyke.



similar legal systems and well understood business practices. The UK had access to the largest markets of the world; it was a member of the EEC; it maintained important trading links with the Commonwealth. There was a highly developed infrastructure in the UK, a high quality, well-trained industrial labour force and no foreseeable energy constraints: we would soon be unique in the Western world in being self-sufficient in energy.

The UK also had a comprehensive system of investment incentives. The tax allowances for physical investment in the UK offered outstanding advantages to the profitable firm, wherever in the UK it operated. Furthermore, if a company chose to locate its plants in the so-called 'assisted areas' there were substantial automatic tax-free grants available. For any projects which had particularly desirable effects, whether in terms of location, employment or industrial policy, additional loans or grants may be made. For the US investor this was a uniquely advantageous package.

Foreign-controlled companies operating here were subject to the same laws and regulations as domestic companies, as well as qualifying for all the incentives available to domestic companies. In practically all cases they competed freely in an open market, though like most countries, including the US, there were a few exceptions to protect essential national interests. Under our exchange control rules, which had operated without causing undue burdens for many years, the repatriation of capital was generally permitted, as were UK earnings.

'I can see no reason to change this practice which would clearly be contrary to our present policy of encouraging investment in the UK by foreign companies,' Mr Varley said.

New chairman for Chemicals and Minerals Requirements Board

Gerald Kaufman, Minister of State, Department of Industry has appointed Roger Kingdon, chairman and managing director of Newell Dunford Engineering Ltd, as chairman of the department's Chemicals and Minerals Requirements Board (CMRB).

He will preside over his first board meeting on 19 October, and will succeed Mr D. C. Clark, an under secretary at the Department of Industry. Mr Clark, who is head of Minerals, Metals, Electrical Engineering, Process Plant and Industrial Technologies Division, has chaired CMRB since it was established in December 1972.

CMRB funds research and development on behalf of industry in the minerals, metals, process plant and reclamation sectors.

Further information on the board's work from Dr D. C. Milner, Department of Industry, Research and Development Requirements Division, Abell House, John Islip Street, London SW1P 4LN (01-211 4419).

Prevention of Fraud (Investments) Act 1958

The following changes have taken place in Parts 1, 4 and 5 of the 1976 edition of 'Particulars of Dealers in Securities and of Unit Trusts' published in May.

PART 1 HOLDERS OF PRINCIPALS' LICENCES

Name	Nationality or country of incorporation	Address
ADDITIONS		
Slater Walker Investments Ltd	Great Britain	30 St Paul's Churchyard, London EC4M 8DA
DELETIONS		
Banca Nazionale del Lavoro	Italy	33-35 Cornhill, London EC3
EIC Eurosecurities Ltd	Great Britain	119 Moorgate, London EC2
Saxon Nominees Ltd	Great Britain	22A Ewell Downs Road, Ewell, Surrey
CHANGE OF ADDRESS		
Prescot Securities Ltd	Great Britain	6 Bloomsbury Square, London WC1A 2LP

PART 4 EXEMPTED DEALERS including TRUSTEE SAVINGS BANKS

Name	Registered office, principal place of business or principal place of business in Great Britain
DELETIONS	
Brick and General Investments Ltd	5/6 Bucklersbury, London EC4

PART 5 AUTHORISED UNIT TRUST SCHEMES

Group and/or name and address of management company	Name of scheme	Name and address of trustee
ADDITIONS		
Chieftain Trust Managers Ltd 30/31 Queen Street London EC4R 1BR	Chieftain High Income Trust	Midland Bank Trust Co Ltd 27-32 Poultry London EC2P 2BX
Gartmore Fund Managers Ltd Cayzer House 2 St Mary Axe London EC3A 8BP	Gartmore Far Eastern Trust	Midland Bank Trust Co Ltd 27-32 Poultry London EC2P 2BX

CHANGES
The following change has taken place in the entry for 'Save and Prosper Securities Ltd'
In the Trustee column against 'Save and Prosper Income Units'

DELETE
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London EC3P 3AH

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Bank of Scotland
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Edinburgh EH1 1YZ

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London, EC1A 2DL
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Telex 885485
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INDUSTRIAL & COMMERCIAL PROPERTY

ENCIRCLE TI 219 ON PAGE 126 FOR FURTHER INFORMATION

Official Receivers' offices

Official Receivers are responsible for the administration of cases in bankruptcy and compulsory liquidation. Inquiries should be addressed to the nearest Official Receiver

High Court of Justice
Senior Official Receiver: J. B. Clemetson

Bankruptcy
Thomas More Building, Royal Courts of Justice, Strand, London WC2A 2JY (Tel: 01-405 7641)
Official Receivers: D. A. Thorne; J. Tye

Companies Winding-up
Atlantic House, Holborn Viaduct, London EC1N 2HD
(Tel: 01-583 8931)
Official Receivers: L. R. Bates; N. Saddler; H. W. J. Christmas

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H. W. Kirkwood

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J. E. Friend

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T. A. Tuck

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W. A. Bishop

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(Tel: 0602-51596/8)
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(Tel: 0752-68554)
A. J. Seldon

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(Tel: 0782-45256/8)
A. K. Sales

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P. W. Nunn

Watford
40 Clarendon Road, Watford WD1 1HJ
(Tel. 0923-44288)
F. L. Sage

Patents endorsed 'Licences of Right'

Under Section 35 of the Patents Act 1949 the following patents were endorsed 'Licences of Right' on the dates specified.

Number	Grantee	Subject-matter
16 September 1976		
1,021,788	Commissariat a L'Energie Atomique	Radiation detection apparatus
1,030,679	Commissariat a L'Energie Atomique	Radiation protection enclosures
1,040,877	Commissariat a L'Energie Atomique	A sonic analyser
1,045,666	Commissariat a L'Energie Atomique	Leak-tight coupling device for master-slave manipulator
1,047,366	Commissariat a L'Energie Atomique	Device for the remote-control of the pulses of the ion-beam created by an ion-source
1,053,018	Commissariat a L'Energie Atomique	Fuel cells
1,106,730	Commissariat a L'Energie Atomique	Coupled-inductance level indicator for liquid metals
1,117,385	Commissariat a L'Energie Atomique	Process for stripping actinides contained in organic solvents
1,120,019	Commissariat a L'Energie Atomique	A device for correcting potential variations due to polarisation
1,131,578	Commissariat a L'Energie Atomique	Improvements in and relating to a liquid-liquid extraction process
1,133,908	Commissariat a L'Energie Atomique	Improvements in and relating to a particle detector tube
1,137,298	Commissariat a L'Energie Atomique	Improvements in and relating to a nuclear installation
1,138,940	Commissariat a L'Energie Atomique	Improvements in and relating to a heat exchanger
1,144,297	Commissariat a L'Energie Atomique	Improvements in and relating to a heat exchanger
1,145,226	Commissariat a L'Energie Atomique	Improvements in and relating to a heat exchanger
1,149,509	Commissariat a L'Energie Atomique	Reinforcement member for shielded enclosure
1,149,510	Commissariat a L'Energie Atomique	Improvements in and relating to a sealing plug
1,160,599	Commissariat a L'Energie Atomique	Improvements in and relating to linear and logarithmic electronic circuit arrangements
1,160,750	Commissariat a L'Energie Atomique	Improvements in and relating to a fluid-tight connecting device
1,188,053	Commissariat a L'Energie Atomique	Method of mounting a booting on a connecting member
1,192,709	Commissariat a L'Energie Atomique	Improvements in and relating to a cold trap with a filter
1,200,579	Commissariat a L'Energie Atomique	Process for the recovery of fissile materials from chemical decanning solutions
1,206,038	Commissariat a L'Energie Atomique	Process for the separation of elements of the lanthanide group or elements of the transplutonium group which are present in an aqueous solution
1,214,439	Commissariat a L'Energie Atomique	Thermal shield system for a nuclear reactor vessel
1,217,285	Commissariat a L'Energie Atomique	Improvements in and relating to apparatus for controlling the steering of vehicle wheels
1,220,194	Commissariat a L'Energie Atomique	Improvements in and relating to apparatus for controlling the speed of rotation of vehicle wheels
1,222,189	Commissariat a L'Energie Atomique	Improvements in and relating to shielding containers
1,229,094	Commissariat a L'Energie Atomique	Atomic absorption spectrophototometry installation for the analysis of radioactive solutions
1,233,817	Commissariat a L'Energie Atomique	Improvements in and relating to hermetically sealed doors
1,246,360	Commissariat a L'Energie Atomique	Reference voltage generator for a programmer
1,251,481	Commissariat a L'Energie Atomique	Improvements in and relating to a method of and apparatus for determining the activity of isotopes
1,251,872	Commissariat a L'Energie Atomique	Improvements in and relating to an electromagnetic device for flowrate measurement
1,269,179	Commissariat a L'Energie Atomique	Improvements in and relating to charging devices for rotary melting furnaces
1,276,937	Commissariat a L'Energie Atomique	Radiation detector
1,282,640	Commissariat a L'Energie Atomique	Differential frequency meter
1,284,090	Commissariat a L'Energie Atomique	Improvements in and relating to dynamic sealing devices
1,287,167	Commissariat a L'Energie Atomique	Improvements in and relating to a cellular structure
1,310,210	Commissariat a L'Energie Atomique	A power generating system
1,310,451	Commissariat a L'Energie Atomique	Ultrasonic testing installation
1,320,792	Commissariat a L'Energie Atomique	Method of manufacturing sintered non-stoichiometiric oxides
1,324,865	Commissariat a L'Energie Atomique	Improvements in and relating to a process and apparatus for dissolving sodium, potassium and for their alloys, after irradiation thereof by a radioactive source
1,326,991	Commissariat a L'Energie Atomique	Calorimeter
1,328,161	Commissariat a L'Energie Atomique	Measuring apparatus
953,763	The Distillers Co Ltd	Improvements in and relating to the production of unsaturated aliphatic acids
975,686	The Distillers Co Ltd	Improvements in or relating to the production of acrolein
997,325	The Distillers Co Ltd	Recovery of acrylic acid
1,034,914	The Distillers Co Ltd	Improvements in or relating to the production of unsaturated aliphatic acids
1,051,563	The Distillers Co Ltd	Improvements in or relating to the production of acrylic acid
1,070,354	The Distillers Co Ltd	Improvements in or relating to the production of acrolein and acrylic acid
1,232,928	Elihu Louis Sachs and Edward Mezynski	Liquid transfer system
1,337,397	Nippon Victor Kabushiki Kaisha	Systems for recording and/or reproducing four channel signals on a record disc
1,304,618	Destec Engineering Ltd	Improvements in hydraulic jet propulsion apparatus for liquid-borne craft

Any person who claims that the patentee at the time of endorsement of any of the above patents was precluded by a contract in which claimant is interested from granting licences under the patents may apply for cancellation of the endorsement on Patent Form No. 45 within two months after the date of endorsement.

E. Armitage
Comptroller

Patent Office publications for industry

The Patent Office offers industry a wide range of publications. These include the Official Journal (Patents), the Trade Marks Journal, British Patent Specifications, Illustrated Abridgements of Patent Specifications, Reports of Patent, Design and Trade Mark Cases, and 50-year subject matter file lists of British Patent Specifications. Details of these and other publications may be obtained by post from Sale Branch, the Patent Office, Orpington, Kent, BR5 3RD or by personal application at the Public Sale Counter of the Patent Office, 25 Southampton Buildings, London, WC2.

Terrace units in Halifax

An advance factory of 1,000m² (11,000 sq ft) is to be built for the Department of Industry at Shay Lane, Halifax, West Yorkshire. This factory is of the terraced type, capable of division into four self-contained units which are suitable for the smaller manufacturer.

A contract worth about £148,000, which includes site development works, has been awarded to Searson Mallison Ltd of Huddersfield. Architects are Abbey and Hanson Rowe and Partners and quantity surveyors are Turner and Townsend of Leeds.

Work is expected to start by the middle of October and the premises should be ready for occupation in April 1977. Inquiries regarding lease should be made to: Regional Director, Department of Industry, Yorkshire and Humberside Region, Priestley House, Park Row, Leeds (tel. Leeds (0532) 443171).

Advance factories in Cornwall and Durham

A 900m² (10,000 sq ft) advance factory is being built by the English Industrial Estates Corporation for the Department of Industry at Treloggan Road, Newquay, Cornwall.

A contract worth about £103,000 has been awarded to C. F. Christian Ltd of Newquay. Architects are Geoffrey Bazeley and Miller-Williams of St. Austell and quantity surveyors

Catalogues of government publications

Her Majesty's Stationery Office offer their customers a comprehensive service which will enable them to judge whether any other titles in the vast output of government publications would help them in their work or leisure. Full information about this service can be obtained by sending a postcard to Publicity Section, Her Majesty's Stationery Office, Room C46, Atlantic House, Holborn Viaduct, London, EC1P 1BN, asking for the CATALOGUE SERVICE LEAFLET.

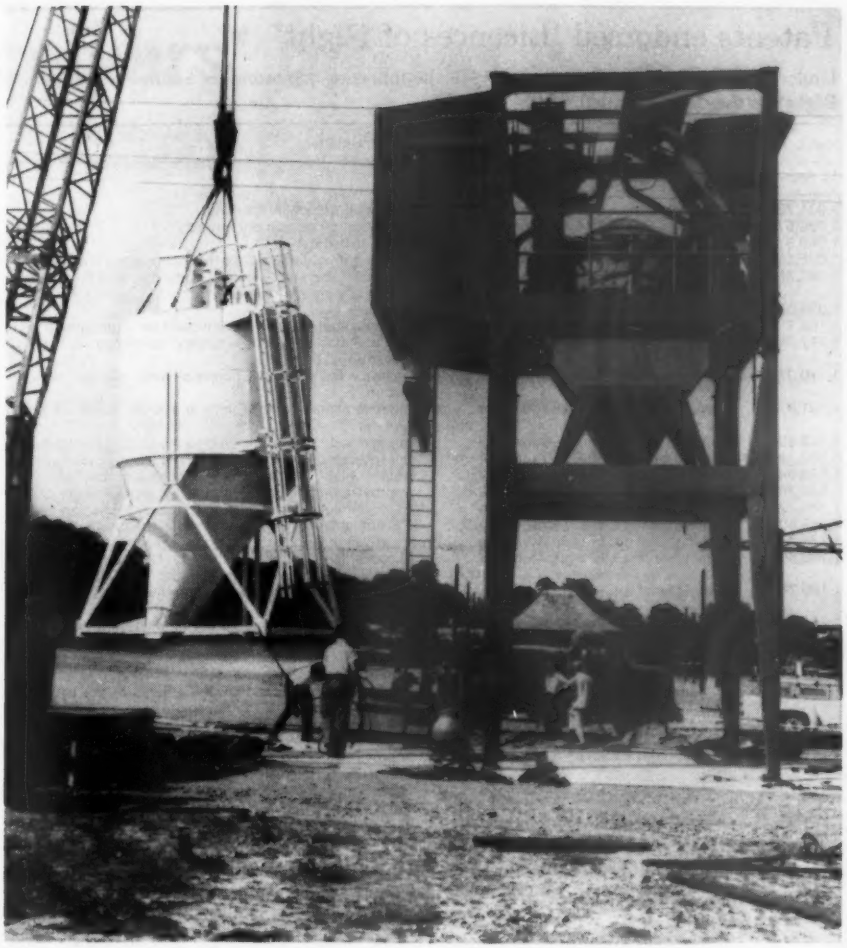
are J. H. Snellgrove and Partners of Helston. The premises should be ready in May 1977.

Inquiries about purchase or lease should be made to Dr V. T. Brooks, Department of Industry, Phoenix House, Notte Street, Plymouth (tel. Plymouth (0752) 218914) or Regional Director, Department of Industry, 1 The Pithay, Bristol (tel. Bristol (0272) 291071).

The corporation has also started work on two more advance factories for the Department of Industry on the Tanfield Lea Industrial Estate, Stanley, Co. Durham. One of these is a 900m² (10,000 sq ft) unit and the other a 1,350m² (15,000 sq ft) unit. Contracts worth about £230,000 have been awarded to A. Lax and Sons Ltd of Crook, Co. Durham. Architects are Hayton, Lee and Braddock of Durham and quantity surveyors are Davis Belfield and Everest of Gateshead.

The premises should be ready for occupation by July 1977. Inquiries on purchase or lease to: Regional Director, Department of Industry, Northern Region, Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR (tel. Newcastle (0632) 27575).

The Port of Sunderland Authority have uprated Roker Pier Lighthouse by 30 per cent to give a light range of 23 sea miles and a foghorn range of four sea miles. AGA Navigation Aids, of Brentford, have supplied the new equipment in place of the AGA light system installed in 1936. The new light consists of two back-to-back arrays of six sealed beam lamps mounted on an AGA rotating gearless electric pedestal. Four 180-watt lamps in each array provide the main light with the spare lamps in each array on standby. Consumption of the light is about 1½ kW. The pedestal mechanism consumes only 1.5 watts operating from a battery at 12-18 volts DC.



Three concrete batching plants worth around £300,000 have been ordered from Winget Ltd, Rochester, Kent, for the 'pumped storage' hydro-electric scheme at Dinorwic in Wales. This scheme comprises a 1,675 megawatt power station with six reversible pump/turbines and two mountain lakes. During night time, surplus electricity will be used to pump water to the higher lake. When electricity demand rises in the day, water flows back to the lower lake and generates power. The project is being built by the MBZ Joint Venture and is due to open in 1980. The largest Winget three batching plants incorporates two Winget 1500P high-speed turbo-mixers and will supply 100m³ of concrete per hour. The picture shows a typical Winget batching plant arriving on site.

Regional development grants

On 5 August in answer to a parliamentary question from Max Madden (Sowerby) about cuts in public expenditure for regional development grants, Eric Varley, Secretary of State for Industry said that an order would be laid as soon as possible excluding Orders II and XX (which cover mining, quarrying and construction) from the list of qualifying activities. The order was made on 23 September and laid before parliament on 4 October. Copies of the order Industrial Development, The Regional Development Grants (Qualifying Activities) Order 1976 (SI 1976 No 1573) are available from HMSO, price 8p.

Full details of changes in regional development grant were given to parliament and have already been published in *Trade and Industry* on 13 August (see pages 428 and 429).

Formal transfer of Companies House to Cardiff

The Companies Registration Office for England and Wales formally transferred from London to Cardiff on 1 October. Documents normally posted to the Registrar of Companies should now be sent to him at the Companies Registration Office, Crown Way, Maindy, Cardiff. The Cardiff office has been dealing with applications for approval of new incorporations, and applications for changes of company names since last April.

Other documents which the 640,000 companies registered at the office are required by

law to lodge with the registrar include:

Annual returns and accounts;

Notification of changes of director or of registered office;

Details of mortgages and charges; and Prospectuses.

To assist companies in London which are accustomed to file such documents by hand delivery, there will still be a reception point at the CRO London search room in City Road. Copies of prospectuses delivered in this way should be in duplicate. But the main flow of documents is now expected through the post to Cardiff.

The transfer from London to Cardiff is part of a plan for the modernisation and improvement of the office and its facilities.

The move, a phased one, started last April, and is expected to be completed by the middle of next year.

Facilities for inspecting company records will continue to be available in London, as well as in Cardiff, through a microfilm system. So far nearly half of the company records on file at the office are available for presentation on microfilm. The Registry of Business Names will also remain in London.

Copies of a leaflet describing the new facilities are available from the Companies Registration Office, Crown Way, Maindy, Cardiff.

The Companies Registration Offices for Scotland and Northern Ireland are not affected by these arrangements.

Oil pollution exercise off Swansea

The Department of Trade and the Welsh Office, in conjunction with West Glamorgan County Council, the district councils and other organisations, are holding an exercise in the Bristol Channel off Swansea today (8 October) to test their contingency arrangements for dealing with an oil spill in that sea area.

In this exercise (Code name 'Black Swan') two oil tankers are assumed to be in collision causing heavy oil pollution over a wide area. To deal with this, tugs loaded with dispersant and spraying equipment will be despatched to the scene. Helicopters and aircraft will transport equipment and report on the extent of the pollution. Fire is assumed to have broken out on one of the tankers and the West Glamorgan Fire Service will be sent out to deal with it. A 'badly burnt' seaman is to be brought ashore and taken to hospital.

The oil pollution clearance operation at sea will be under the direction of Captain Ray Newbury, Principal Officer, Bristol Channel and South Wales District. The search and rescue operation will be controlled by HM Coastguard Rescue Headquarters, Mumbles. Coastguard patrols will report on coastal pollution and affected wildlife.

Channel Navigation Information Service

Stanley Clinton Davis, Parliamentary Under-Secretary of State for Companies, Aviation and Shipping is visiting the Channel Navigation Information Service (CNIS) and Divisional Rescue Headquarters of HM Coastguard at St Margaret's, Leathercote Point, Dover today (8 October) to see the new radar installation. This extends the sea area over which HM Coastguard can keep watch.

The minister will review the operation of the Channel Navigation Information Service which keeps a 24 hour watch on the Dover Strait, and will reveal plans for the proposed new headquarters building for CNIS and the Divisional Coastguard Rescue Headquarters at Langdon Bay.

Government welcome for Price Commission report on small packs

The Price Commission's report on the extent of, and reasons for, differences in the unit price of goods made up for retail sale in small packs compared with larger sizes has been submitted to Roy Hattersley, Secretary of

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Mid Glamorgan CF37 5UT
Tel: Treforest 2666
Contact Tony Pender, Commercial Director.

ENCIRCLE TI 225 ON PAGE 126 FOR FURTHER INFORMATION

State for Prices and Consumer Protection, and was published on 30 September (see *Trade and Industry*, 1 October, page 2).

The government welcome the report and have invited the comments of a number of bodies including the CBI, the Retail Consortium and the National Consumer Council. The views of any other interested parties will also be welcomed. Comments are being requested by 31 October so that they can be taken into account during subsequent consultations.

Clearance of merger proposal

Roy Hattersley, Secretary of State for Prices and Consumer Protection has decided, on the information at present before him, not to refer the following proposed merger to the Monopolies and Mergers Commission under the provisions of the Fair Trading Act 1973.

Newman Industries Ltd and Alfred Clough Ltd.

Dangerous electric light bulbs from eastern Europe

Some electric light bulbs imported from Hungary and Poland are potentially lethal, the Department of Prices and Consumer Protection announced on 1 October. Examples have been found where wires protrude beyond the solder contacts at the base of the bulb and, on being inserted into a lampholder, the wires touch the metal end of the bulb (the lamp cap), making it live and lethal to touch – likely to have been a major factor in the recent death of a two year old child. In addition, if the lampholder is a metal one, it, too, will become live.

The sale of bulbs with this fault is illegal under the Electrical Equipment (Safety) Regulations 1975 which came generally into force on 1 October. Trading standards officers responsible for the enforcement of these regulations have already been advised to watch for the bulbs. The department is trying to trace the importers to ensure that no more of these dangerous light bulbs are released on to the market and to warn them that they would be committing an offence if they sell them.

The trade names under which these faulty bulbs are known to have been marketed are Sceptre and Orion but there may be others. It is believed that some of the imported bulbs are being sold under 'own brand' names and it may be difficult to identify them since some British-made lamps are also sold in this way.

Anyone who suspects that they may have purchased one of these bulbs should examine it. Before removing bulbs from existing light fittings for examination the electricity should be switched off at the mains. Visual inspection will reveal the presence of any protruding wires and any member of the public finding bulbs with this defect should take them to their local trading standards or consumer protection department.

Price Commission report on television rental charges

In a report* published on 5 October the Price Commission draw attention to the high level of profit made by television rental companies and suggest that prices could well be reduced even if this meant lower profit margins.

The commission were asked to study TV rental charges in November 1975 following public complaints about the size of increases and the way they were imposed.

The report finds that:

1 Increased charges were in general related to increases in VAT and increased costs and they complied with the Price Code.
2 Reductions in VAT were passed on to existing subscribers but it was probably unwise of companies to offset the reduction by a simultaneous increase arising for quite separate reasons.
3 Many people were unaware that charges could be increased during the lifetime of the set. They thought that their agreement was unalterable even when maintenance costs rose.
4 In some cases small rentals for old monochrome sets were raised disproportionately. While this may have been justifiable on economic grounds, it showed lack of sensitivity, to the feelings of the customers concerned.

The study found that 97 per cent of the United Kingdom's households have a television set; 43 per cent of these are colour sets. Half the sets are rented: of these 40 per cent are black and white (monochrome) and 60 per cent are coloured.

Sixty-three per cent of the television rental trade – with a turnover of over £500 million a year and assets in the form of television sets of over £1,000 million – is in the hands of a comparatively small number of specialist companies. Five company groups have 90 per cent of the specialist companies' business and operate some 3,000 high street shops.

Average monthly charges for new subscribers increased between 1970 and 1976 by 51 per cent for monochrome sets and 26 per cent for colour sets, but much of this was due to the increase in VAT to 25 per cent. Excluding VAT, the increases were 22 per cent for monochrome and 2 per cent for colour.

Existing subscribers have generally had two rounds of price increases – apart from increases due to VAT – both in the last two years – 1974 to 1976. There have also been selective increases in older monochrome contracts, intended to bring rentals up to a minimum economic level. These were small in cash terms.

The television rental trade is prosperous with net profits in the year to March 1976 averaging 16.5 per cent and return on capital 19.4 per cent. In the five years 1970 to 1976, specialist rental companies' profits increased three-fold from about £20 million to £60 million.

Three factors have contributed to this growth in profits, the report says. One is the switch from monochrome to expensive colour sets, which resulted in a substantial increase in turnover. The second is the greater reliability of sets, which reduced certain maintenance costs. The third is that the cost of television sets to the companies has been rising more slowly than prices and incomes generally. Companies have, however, always operated within the Price Code. Current profits reflect a high level of profitability before controls started and the fact that companies have been able to maintain this in the rapidly expanding market for colour sets.

The report concludes:

'It is quite clear that although at times companies may have acted with insufficient regard to the feelings of their customers, they have always operated within the limits of the Price Code. The major issue that this study raises, however, is whether the level of profit being made by the industry is justifiable in a period of price control. The current level of profit is a reflection of a high level of profitability before the control started, coupled with a rapidly expanding market which has both protected the profit margin from serious erosion and allowed a considerable increase in absolute terms.

'The provisions of paragraph 79 of the Price Code (the investment relief) gave the companies who took advantage of it a further opportunity of increasing their prices and profits which is hard to justify. There is therefore an argument that prices could well be lower even if this would have to be at the expense of reduced profit margins. Normally one would expect competition to produce this result: but, on the figures which emerge from this study, there is no evidence that it has.'

Capital expenditure on television sets for domestic use has been excluded from the investment relief provisions of the 1976 Code – paragraph 96(2).

Notes

The terms of reference to the Price Commission as announced in Parliament on 4 November were as follows:

'The Secretary of State for Prices and Consumer Protection pursuant to paragraph 2(1) of Schedule 1 to the Counter-Inflation Act 1973, hereby refers to the Price Commission for examination and report the charges for the

*Television Rental Charges. Price Commission Report No. 19 HMSO 60p.

hiring of television sets (including relay television services) for domestic use.'
The report was submitted on 16 July 1976 to the Secretary of State for Prices and Consumer Protection who has decided that it should be published.

Potato prices and distributors' margins

A further report on potato prices and distributors' margins, the first for the 1976-77 crop year, has been submitted to the Secretary of State for Prices and Consumer Protection by the Price Commission.

After their fall in early July, average retail prices rose during August to reach 10.7p per lb by the end of the month, reflecting a shortfall in supplies due to low yields following the drought. Retail distributors' percentage margins were lower than in earlier months and their cash margins were also reduced (to a range of 1.7-2.4p per lb) as they absorbed part of the increases in wholesale prices, rather than passing them all on to consumers. Cash and percentage margins of both wholesale and retail distributors were lower at the end of August than last January, when retail prices were at a similar level.

Copies of the report are available from the Price Commission, Neville House, Page Street, London SW1P 4LS (tel. 01-222 8020).

Fruit and vegetable trade recommends metric wholesaling

Wholesale trading in fresh fruit, vegetables and other horticultural products should go metric from 1 January 1977. That is the recommendation of organisations representing fruit and vegetable growers, importers, wholesalers and packaging interests.

It is recommended that

1 As each new season crop comes on the market wholesale trading should be in metric. Plans already made for crops grown and sold in 1976 to be marketed in metric should go ahead.
2 Where standard metric sizes for containers are not yet agreed, existing imperial sized containers should continue to be used, but from 1 January 1977 the weight should be expressed in metric. On these and on other containers where weight is expressed in metric, the imperial weight may be given in addition. Existing stocks of packaging materials can be used up.

This change to metric trading does not extend to produce prepacked for retail sale, either direct or through wholesale markets, or to retail sales to shoppers. Produce traditionally sold by count is not affected by this change.

Weight marketings in metric, in imperial, or in metric and imperial, are legal for the purpose of wholesale transactions in fruit, vegetable and other horticultural products.

The timing of the change to metric for transactions between wholesalers and retailers is for them individually to decide.

Average retail food prices on 17 August

Average retail prices of about 80 important food items on 17 August 1976 are shown in the table below. The Department of Employment collects these prices from 200 areas in the United Kingdom on one specific day each month for the General Index of Retail Prices. They come from between 500 and 1,000 retailers representative of those from whom the great majority of the population make their purchase. Many of the items vary in quality from retailer to retailer and partly because of these differences there are considerable variations in the prices charged for many items. An indication of these variations is given in the last column of the table, which shows the range of prices within which at least four-fifths, of the recorded prices fell. The average prices are subject to sampling error.

Note
The current figures will be published in the September 1976 issue of the *Department of Employment Gazette*. Prices since November 1967 have been published in earlier issues.

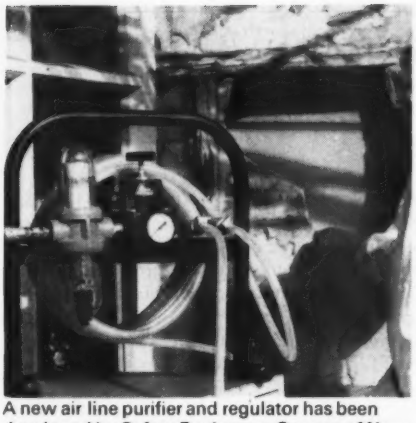
AVERAGE RETAIL FOOD PRICES IN THE UNITED KINGDOM 17 AUGUST 1976
Average prices and price range (per lb unless otherwise stated)

Item	Average price p	Price range From p	Price range To p
Beef: home-killed			
Chuck	76.6	68	84
Sirloin (without bone)	126.0	98	160
Silverside (without bone)*	107.6	94	120
Back ribs (with bone)*	72.8	58	90
Foreribs (with bone)	71.0	60	84
Brisket (without bone)	70.2	56	84
Rump steak*	147.6	120	174
Beef: imported chilled (a)			
Chuck			
Silverside (without bone)*			
Rump steak*			
Lamb: home-killed			
Loin (with bone)	88.3	76	100
Breast*	26.4	19	40
Best end of neck	65.4	40	86
Shoulder (with bone)	58.1	48	70
Leg (with bone)	81.9	74	95
Lamb: imported			
Loin (with bone)	70.4	60	78
Breast*	19.7	15	26
Best end of neck	57.1	38	68
Shoulder (with bone)	49.0	44	56
Leg (with bone)	74.0	68	78
Pork: home-killed			
Leg (foot off)	65.9	56	80
Belly*	49.0	42	56
Loin (with bone)	79.5	70	90
Sausages			
Pork	41.2	36	46
Beef	36.6	30	42
Roasting chicken			
Broiler, frozen, 3 lb	36.0	32	39
Fresh or chilled, 4 lb (oven ready)	40.7	35	46
Fresh fish			
Cod fillets	66.6	58	75
Haddock fillets	68.4	58	80
Haddock, smoked, whole	66.8	56	78
Plaice fillets	81.3	67	100
Halibut cuts	128.2	90	160
Herrings	31.4	22	40
Kippers (with bone)	42.5	35	50
Fresh vegetables			
Potatoes, old, loose			
White	10.2	9	12
Red	10.7	9	12
Potatoes, new, loose	—	—	—
Tomatoes	20.1	14	30
Cabbage, greens	10.4	8	13
Cabbage, hearted	10.5	8	14
Cauliflower or broccoli	16.1	10	22
Brussels sprouts	—	—	—
Carrots	11.4	8	15
Onions	14.8	12	18
Mushrooms, per ¼ lb	13.0	10	15

Item	Average price p	Price range From p	Price range To p
Fresh fruit			
Apples, cooking	14.0	10	18
Apples, dessert	15.7	12	20
Pears, dessert	16.6	12	20
Oranges	14.9	10	20
Bananas	16.9	15	20
Bread			
White, 1½ lb wrapped and sliced loaf	18.2	16	19½
White, 1½ lb unwrapped loaf	19.2	17½	22
White, 14 oz loaf	13.2	12	14½
Brown, 14 oz loaf	14.0	13	15
Flour			
Self-raising, per 3 lb	20.5	17	25
Bacon			
Collar*	64.4	54	74
Gammon*	88.0	76	100
Middle cut, smoked*	78.7	68	93
Back, smoked	86.6	70	100
Back, unsmoked	83.9	64	98
Streaky, smoked	67.9	56	84
Ham (not shoulder)	116.0	92	136
Pork luncheon meat, 12 oz can	30.4	22	36
Canned (red) salmon, ¼-size can	76.0	68	87
Milk, ordinary, per pint	8.5	—	—
Butter			
New Zealand	45.0	42	48
Danish	47.2	44	51
Home produced	45.7	41	50
Margarine			
Standard quality (without added butter)	23.8	22	26
Lower priced	22.0	21	24
Lard	19.3	16	24
Cheese, cheddar type	50.0	42	58
Eggs, per doz			
Large	48.4	45	52
Standard	43.1	38	47
Medium	37.3	34	40
Sugar, granulated, 2 lb	23.0	22	25
Instant coffee, per 4 oz	56.0	51	64
Tea, per ¼ lb			
Higher priced	13.1	12½	14½
Medium priced	10.8	9½	12½
Lower priced	9.8	9	10½

* Or Scottish equivalent.
† Insufficient or no quotations
(a) Imported, chilled beef discontinued from January 1976.

Source: Department of Employment.



A new air line purifier and regulator has been developed by Safety Equipment Centres of New Malden, Surrey, to provide a source of clean safe air from compressed air line supplies. The unit incorporates a pre-filter, automatic drain valve and replaceable Deltech cartridge elements to eliminate oil vapour, moisture and dirt particles. It is intended to provide an economic supply of safe clean air to operators working on asbestos demolition and chemical handling. The SEC-ALP15 unit can be fitted with a tubular steel mounting unit for easy removal from one site to another. The filter cartridge changes colour as it absorbs contaminants.

New youth employment subsidy

A new subsidy to help long term unemployed young people began on 1 October. From that date, employers qualify for a £10 a week subsidy for each young person they take on who is under 20 and who has been unemployed for six months or more.

The subsidy will be paid for the first 26 weeks of each job and will apply to young people taken on up to the end of March next year. The cost of the scheme is £5.4 million. The work must be normal full-time employment, and the vacancy must not have been created by discharging another worker.

All employers in the private sector and the nationalised industries are covered by the scheme, but they cannot claim the subsidy if they already receive the temporary employment subsidy or a premium or training grant.

The subsidy also cannot be claimed where the employment is in the public services, Community Industry Scheme or under the Job Creation Programme, or where the young people are taking part in the Work Experience Programme.

To be eligible for the scheme young people have to be unemployed and registered for work for a continuous period of at least six months at a careers office or local employment office. However, any period spent on a training or rehabilitation course, or unemployment in the Job Creation or Work Experience Programmes or Community Industry scheme, may be treated as registered unemployment. Periods of recorded sickness count in the same way for the purposes of the scheme.

An explanatory leaflet and application forms are available at careers offices and local offices of the Employment Service Agency.

More North Sea platforms go on the phone

A £2 million project has been launched by the Post Office to put 10 more North Sea oil and gas platforms on the 'phone. The platforms, located 160km (100 miles) to 240km (150 miles) north-east of the Shetlands, in the Northern North Sea area, will be progressively linked to Britain's telecommunications network – and to the rest of the world – from next summer, when new radio communication equipment starts coming into service. Contracts for the equipment have just been placed with Marconi Communications Systems Ltd.

Already the Post Office has spent about £3 million in getting the first of the North Sea services working – to Mobil Oil's Beryl platform 150km (95 miles) east of the Shetlands. Beryl's telephones started working in January – and the start of work on the second phase of the programme so soon afterwards reflects the Post Office's determination to be ready with communication links for off-shore platforms just as soon as they are needed.

Under the programme the Post Office, in collaboration with the oil industry, is setting up a network of off-shore microwave radio links. This network is connected to the inland network through two new radio stations on shore, using an advanced radio transmission system of high reliability – known as trans-horizon microwave radio. These two radio stations are strategically sited to serve almost the entire British sector of the northern North Sea gas and oil fields. One station – the control centre – is sited near Fraserburgh, Aberdeenshire; the other is on South Shetland.

In the second phase of the programme, two new shore terminals are to be built on South Shetland for further over-the-horizon microwave links. One terminal will serve a complex of seven platforms – Shell's platforms in the Cormorant, Brent and Dunlin fields, and Burmah Oil's Thistle platform. The other new terminal will serve three platforms just south of the Cormorant-Brent complex. These are the two Chevron platforms for the Ninian field and Union Oil's Heather platform.

Following the start of service to the Beryl platform, good progress is being made in completing other parts of the first phase of the programme. A new trans-horizon link, based on the Fraserburgh station, is due to start working next month to provide telephone service to Occidental's Piper platform, 175km (110 miles) north-east of Aberdeen. An associated link, to a manifold platform halfway along the pipeline from Total's Frigg field, is due to start working next spring, while the link to the Frigg platform itself is expected to be in service in the autumn of next year.

When the new systems come into service, the Post Office will be in a position to provide more North Sea platforms with the same range of telecommunications services as it offers to businesses on the mainland – telex, computer data transmission and private circuits as well as a public telephone service. This will enable the staff working on the platform to have the same facilities for making national and international calls as their colleagues on the mainland.

Responsibilities of Department of the Environment and Department of Transport

Following the appointment of William Rodgers as Secretary of State for Transport, the Prime Minister has agreed that the following functions should be transferred to the Department of Transport from the Department of the Environment.

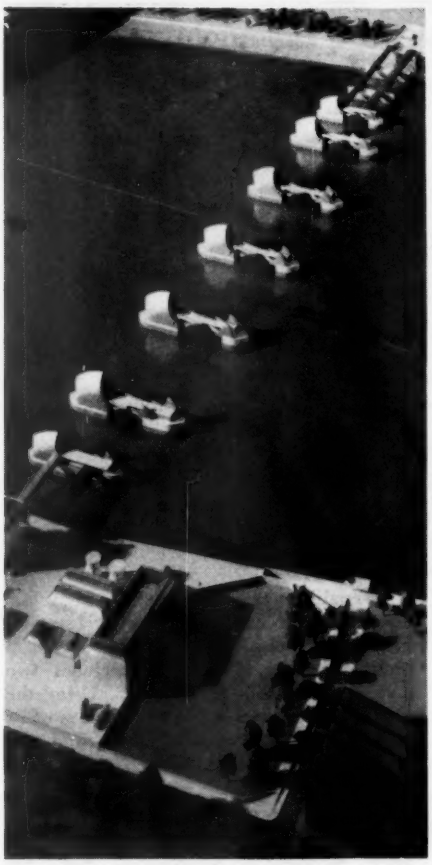
1 Responsibility for the main inland transport industries, including British Railways, the bus industry, freight and ports. (Shipping and civil aviation remain the responsibility of the Department of Trade.) The existing responsibilities of the Secretaries of State for Scotland and Wales for transport remain unaffected.
2 Responsibility for the motorways and trunk roads in England. However, the appointment of inspectors to take inquiries into proposals for these roads will be a matter for joint decision by the Secretary of State for the Environment and the Secretary of State for Transport, to whom the inspectors will jointly report and who will jointly decide.
3 General responsibility for local transportation, including transport policies and programmes and transport supplementary grant, and other matters concerning local authorities in respect of their transport functions.
4 Road safety.
5 Vehicle regulations and inspection. Vehicle and driver licensing.

Responsibility for the British Waterways Board will remain with the Secretary of State for the Environment.

Regional offices

In the regions the existing system of regional offices will be maintained in the charge of an under secretary. In his capacity as chairman of the Regional Economic Planning Board, he will report to the Secretary of State for the Environment, to whom he will, of course, also report on housing, planning and environmental matters. He will report to the Secretary of State for Transport on transport matters.

On issues involving both secretaries of state he will report jointly. These posts will be designated 'Chairman of the Regional



Model of the Thames flood barrier project for the Greater London Council, designed, manufactured and to be installed by Davy-Loewy of Sheffield together with Cleveland Bridge and Engineering Company. The rising sector gate barrier will be the biggest moveable barrier system in the world yet quick to build (it should be installed by the end of the decade). Each of the 10 gates spans 61m and provides a steel wall 20m high, weighing a total of 9,000 tonnes including 3,800 tonnes of ballast. The model will be on display in the Design Centre, London, from 12 October to 27 November as part of the city of Sheffield's 'Made in Sheffield' exhibition.

Economic Planning Board and regional director of the Departments of the Environment and of Transport'.

The two departments will retain common services across a wide spread of activities, including establishments, research, legal, and economics and statistics.

Other joint working on urban transport and planning will continue and new arrangements will be instituted as necessary.

All these arrangements are designed to preserve the existing links which need to be maintained between transport, land use planning and other environmental considerations.

The remaining functions of the Department of the Environment will remain unchanged; in addition, Peter Shore, the Secretary of State for the Environment, will take charge of the government programme of work on the problems of inner cities, and will chair the ministerial committee dealing with this subject.

Energy minister opens World Offshore Exhibition in London

Opening the World Offshore Exhibition and Conference at Olympia on 4 October, Dr John Cunningham, Parliamentary Under-Secretary for Energy, said that the decision by Conoco to go ahead with preparations for the development of the Murchison oilfield should be 'the forerunner of a number of other similar announcements over the coming months as the second stage of North Sea development gets underway'.

He said that Conoco's decision to invite tenders for the design of a steel production platform 'was an important and significant announcement'.

Dr Cunningham continued: 'It was the first such decision to be announced for well over a year. If the operator's expectations are realised it will bring to 15 the number of fields in the North Sea declared commercial, including Statfjord.

'And I am confident that it will prove to be only the forerunner of a number of other similar announcements over the coming months as the second stage of North Sea development gets under way.

'Murchison was therefore very good news for Britain and the many companies providing goods and services for offshore development – and not least the production platform yards, some of which have been through a depressing, and others an uncertain, period.

'But there is one other thing I would like to mention about Murchison. As you know it was discovered only 12 months ago. Its conversion into a commercial proposition with plans for its development in such quick time underlines Conoco's willingness to get on with the job.

'For its annual report in May stated that the North Sea is the most attractive area for exploration and development. "Our capital spending will be concentrated in the US and North Sea," it added.

'This sort of North Sea commitment from an oil company contrasts sharply with some of the more doleful tales we have been wont to hear. It is, I am sure, much closer to reality than the gloom which has been expressed from time to time – no doubt as a stock in trade of negotiation.

'First of all, oil is coming onstream in increasing quantities. Five fields are producing at a rate of well over 1 million tons a month. A sixth field – Brent – is expected onstream shortly. We are on target for net self sufficiency as a country by 1980.

'Second, after the record 24 oil finds last year, another 10 oil strikes and one of gas condensate have been announced so far this year. The success ratio continues greatly to exceed par for the course: something like one in three this year compared with a world offshore average of one in 20. No wonder Conoco calls it an attractive area.'

Turning to the use of North Sea oil Dr Cunningham said:

'The problem for the country now is not whether we shall get the oil. The skill, expertise and enterprise of the oil industry – and our own supporting industries – have assured us of that. The problem now is how to make the best use in the national interest of the opportunities afforded by oil and gas development.

'One thing we must do with it is to use it to regenerate our industry. To make sure that the oil creates productive jobs in manufacturing.

'That in essence is the task of the department's Offshore Supplies Office, which is represented here at this exhibition. And it is seeking to discharge that task not on the basis of discrimination or favouritism but on a basis of competition – of ensuring that British firms have a full and fair opportunity to compete for offshore business.

'It is on this basis that eight of the 14 oil production platforms now in place in the North Sea have been built in Britain. The figure would have been higher had we had enough yards – which we do now have.

'It is on this basis that we have built and are building the largest steel and the largest concrete platforms the world has so far seen.

'And it is on this basis that last year we got well over half of the £1 billion a year offshore market. Those who take a jaundiced view of British industry should remember that in 1970 there was next to no offshore supplies industry in the UK. Perhaps some people should revise their ideas about our adaptability. All the signs are that this year we shall raise our share of the UK offshore market.

'The very large number of delegations from overseas who are attending this exhibition and conference is clear evidence of the international nature of the offshore business.

'The UK offshore supply industry has now turned its attention firmly to the developing opportunities world wide and the Department of Energy, through the OSO, is doing its best to help British companies to build on their success in the North Sea and sell their newly-gained expertise around the globe.'

Fact sheet on gas from Continental Shelf

A new fact sheet 'Gas from the UK Continental Shelf' can be obtained, free of charge, from the Library, Department of Energy, Thames House South, Millbank, London SW1P 4QJ.

The third in the series of fact sheets on various aspects of energy, it describes the development of this resource within the last 10 years and the contribution which it now makes to our national energy requirements. It includes sections on reserves; supplies; production, distribution and storage; the economic benefits of offshore gas to the UK balance of payments; depletion and flaring policies; the gas industry in Great Britain; and gas gathering systems in the North Sea.

Technology news

Materials handling costs – a new look at manufacture

Movement and storage of material (materials handling) is costing more than it needs, suggests a report published this week* on behalf of the Department of Industry. The report says that savings in the engineering and allied industries alone could amount to as much as £90 million a year (at 1975 values).

The survey on which the book is based was carried out in 1975 by the National Materials Handling Centre and commissioned by the Department of Industry on the recommendation of the Committee for Materials Handling. It constitutes the first survey of its kind in this field in the United Kingdom and covered some 30 firms in the manufacturing (engineering) industry, half of them with less than 400 employees.

None of the firms surveyed could quantify its storage and materials handling costs, yet when these were evaluated, they were shown to be generally higher than inventory costs which are universally recognised by management as an important item to monitor and control.

The emphasis in the report is on the removal as far as possible of those physical, labour and financial constraints which are now in reality unnecessary but over the years have come to be accepted as inevitable, short of re-building or major re-equipping. It is shown that, often, a firm can, at little expense, do much to improve its organisation and practices, thereby reducing its materials handling costs. Much of the latter are normally included in overheads in company accounting practice since they are regarded as not being easily attributable to particular departments or functions.

The probability of a firm achieving savings in its materials handling costs is high. For example, if a firm's present materials costs are greater than 20 to 25 per cent of conversion costs†, it is almost certain that savings up to 10 per cent will be achievable and nearly an evens chance that they will be considerably greater.

A feature of the report is its practical approach to the costing of materials handling.

To enable any firm to make its own private assessment of its materials handling costs and, more to the point, judge the likely extent of possible savings, the report includes two do-it-yourself adult programmes. Using the first, a firm can assess the effectiveness of its materials-flow system as a whole, and also identify specific areas which may need improvement. With the second, the firm can estimate its own materials handling and storage costs to an accuracy sufficient to allow meaningful comparison with the reference standards resulting from the survey and given in the report.

* Materials handling costs—a new look at manufacture. HMSO ISBN 0 11 745 8 £2.10 net.

† Conversion cost is defined as production cost minus all input materials costs.

Protection against the elements

Machine operators machining fuel element cans from magnesium at British Nuclear Fuels Ltd, Salwick, Lancashire, are protected against flying magnesium shavings by clothing treated with Proban manufactured by Albright and Wilson. A rod of uranium metal is later inserted into each can and the can sealed at both ends. These fuel elements are used in gas-cooled reactors such as those at Calder Hall.

Advice centre for on-line sampling analysis

An advisory and consulting service for on-line analysis of process streams has been set up at the Department of Industry's Warren Spring Laboratory. It is known as the On-Line Sampling Centre.

On-line analysis of process streams is now an important process industry tool, but many firms experience difficulties in reliable, representative sampling of heterogenous materials such as coarse solids, fine powders, slurries, pastes and solid-in-gas suspensions. To assist in such problems, the centre will provide an information service on commercially available systems, consultancy, specific application work and development of sampling systems to meet wide industrial needs.

As part of the On-Line Analysis Section of the WSL Control Engineering Division, the centre will benefit from the extensive experience of that section in industrial on-line analysis as well as from WSL Materials Handling and Mineral Processing expertise.

Further information may be obtained from: Mr G. Jepson, Warren Spring Laboratory, Gunnels Wood Road, Stevenage SG1 2BX (tel. (STD 0438) 3388), telex 82250.

British development provides increased fire resistance

A British development is bringing 'a new dimension to protection from fire throughout the industrial, commercial and domestic spheres', says the International Wool Secretariat. Evolved by the secretariat at its Technical Centre at Ilkley, Yorkshire, the development was highlighted recently at the German Grand Prix motor race at Nurburgring. When Penthouse/Rizzla team driver, Guy Edwards pulled Nikki Lauda from his crashed and burning Ferrari he was wearing a driving suit which had been treated to IWS specifications. The IWS development, named Zirpro Wool involves treating wool – in its natural state still one of the most fire resistant of all fibres – with titanium or zirconium salts. These pictures show London stuntman, Steve Emerson, demonstrating the new process. He spent more than a minute walking backwards and forwards in a 20 ft long petrol fire wearing only racing driver's overalls and treated underwear to demonstrate the effectiveness of the process. His comment afterwards, 'It got a bit warm but nothing to complain about – just like standing in front of a log fire on a winter's evening'. The flame proof treatments are based on the exhaustion of negatively charged complexes of titanium or zirconium with fluorides, citrates or other carboxylic or hydroxy-carboxylic acids on the positively charged wool fibres in acid conditions (pH below 3) at a certain temperature. The complexing agent has to be present, not only to avoid the precipitation of the extremely hydrolysis prone titanium and zirconium compounds but also to ensure the negative charge of the metal complex by excess of the complexing agent.

NMI provides new offshore experimental facility

As part of a government-sponsored programme to help designers in the offshore industry, the National Maritime Institute has deployed a large scale structure in Christchurch Bay to provide information on the wave and current forces which act upon offshore structures.

The structure is in the form of a segmented steel column fixed to a concrete base which sits on the sea-bed. A platform, above sea level, houses the instruments which automatically record the wave forces and their effects upon the column and sea-bed. The measurement system is entirely unmanned save for occasional maintenance visits.

Christchurch Bay was chosen for this test because the sea states typical of the area, in relation to the size of the structure, can represent in a short time the effects of both average and peak wave conditions acting over much longer periods, upon the full-sized offshore structures of the type used in northern waters. By this means the structure will experience in months the equivalent environment conditions of full-scale platforms in the North Sea over many years. The site is also conveniently close to the institute's marine trials base at Hythe.

Realistic loading data, essential to designers and consultants engaged in both present and future offshore construction activities, are now becoming available. Additional information will be obtained on such long term factors as corrosion, and the effect of marine growth. Measurements made in the underlying sea-bed will be analysed by the Building Research Establishment of the Department of the Environment.

To obtain the required information under 'normal' weather conditions, an on-board computer will interrogate 128 data channels for 20 minutes every three hours. This requires over 2 million items of information to be recorded in each 20 minute sequence. Continuous data acquisition may be commanded from the shore during particularly suitable weather periods.

Some of the data are processed by the computer and transmitted by a radio link to the land base for immediate analysis. Recorded tapes of the raw data are retrieved every week or so for detailed study.

The Christchurch Bay research project forms the important intermediate link between laboratory model tests (where simulation of the sea states is limited) and full scale measurements at sea in conditions where reliable and accurate results, under precise control, are difficult to obtain on any reasonable time scale.

The work was originally sponsored by the Department of Industry and approved by the Ship and Marine Technology Requirements Board (SMTRB) but sponsorship was transferred in May 1975 to the Department of Energy, advised by its Offshore Energy Technology Board (OETB). The results are intended to meet the needs of designers and operators of offshore structures.

Glass fibre reinforced plastic has been used in the manufacture of this trough (or launder) for installation in a sewage treatment plant.

New material for sewerage schemes

A new method of producing glass fibre reinforced polyester mouldings has been developed by M and B Reinforced Plastics Ltd of Chorley, Lancashire, which so far has been used in the field of sewerage treatment plant.

The mouldings incorporate high density polyurethane foam in a sandwich construction to give high strength, and a double gel coat to provide a high surface finish.

M and B Reinforced Plastics use Beetle polyester resins supplied by British Industrial Plastics for moulding several sets of troughs and drums for sewerage treatment plants throughout the UK, and the manufacturer claims that the GRP mouldings have a number of advantages over alternative materials such as concrete and steel.

The circular troughs or 'launders', (which are polygon-shaped in the case of concrete and steel) are used in the large treatment pools at sewerage plants. Filtered water flows from either side over the weirs of the launders to be carried away for further treatment. These troughs therefore need to withstand considerable internal and external pressures and require smooth surfaces on all faces in order to resist algae growth and permit easy cleaning.

The GRP mouldings are easier to clean than concrete or steel, and since they can be built into a circular assembly, more effective use is made of the scraping and wiping systems. They are also relatively light and therefore easy to install.

Concrete is porous and encourages the growth of algae. Steel, in spite of careful pretreatment, will corrode and after about five years it will be necessary to introduce a programme for its upkeep and preservation. The GRP launders, it is claimed, suffer from none of these disadvantages, and offer a working life far in excess of any conventionally manufactured troughs and drums made from alternative materials.

SRC sponsors research into dies and moulds

In 1974 the manufacturing technology committee of the Science Research Council's Engineering Board decided that die and mould manufacture was likely to benefit from further research. A survey was commissioned to look at methods of mould making, in order to initiate relevant programmes.

At the end of the survey, the manufacturing technology committee set up a working party to study its results and to devise research.

A basic research plan, circulated widely to universities and polytechnics, was followed in March 1975 by a round-table meeting between industry, potential investigators and the working party.

As it was not possible to design a programme compatible with both industrial requirements and SRC's resources, the working party decided to confine it to two important sectors of the manufacturing industry – forging and plastics. These are both 'growth' industries, with high rates of die and mould usage and with good prospects for co-operation with academic researchers. The Gauge and Tookmakers Association had already indicated their desire to co-operate. As heat treatment was seen to have a fundamental link with practically all types of die and mould making, this research had to be fully integrated with that in the two main areas.

Twenty-one formal proposals were eventually approved and the co-ordinated programme of research projects was launched early in 1976. This covered electrical-discharge and electrochemical machining, precision casting, surface coating, heat treatment and heat transfer, computer-aided design and the economics of manufacture of dies and moulds.

Electro-discharge machinery (EDM) is rapidly becoming more important in machining cavities as it reduces the time and skill required during hand finishing operations. Nearly every company approached during the survey gave research priority to hand-finishing. There are many facets of the EDM process which are not fully understood and remain outside the research and development capabilities of equipment manufacturers. More needs to be known about the mechanism of the process and the prediction of accurate machining conditions, including surface finish, wear of the electrode, the effect of different dielectric fluids, surface stress induced in the workpiece, and so on. It is thought that an increased knowledge of these factors should lead to an optimisation of the process and finally to an adaptive control system.

Research will also be carried out on the manufacture of EDM electrodes, including the application of numerical control and computer aided design techniques, and on promising new electrode materials.

As a further attack on reducing hand finishing and polishing a feasibility study on the surface finishing of cavity moulds using electrochemical machinery is also being carried out. The conventional method, while providing a sufficiently smooth surface finish, requires a uniquely shaped electrode for each different cavity. The new technique uses a spherically shaped electrode tool which follows a continuous predetermined path inside the cavity in order to smooth the machining ridges.

Although progress has been made in recent years in precision casting, there is still scope for the application of new techniques to the manufacture of small cast-to-shape dies. Two of the research projects deal with these subjects. The aim of one is to develop foundry techniques for casting steel dies close to finished form, with special compositions and structures made feasible by the casting process and by the absence of mechanical forming. Melting and solidification conditions will be controlled so that massive carbide dispersion in tough alloy matrices of maraging types may be obtained. The other investigation will also aim to establish the scope of the casting process for specific die and mould applications, methods of production, range of materials, specific heat treatment, obtainable precision and tolerances, and scope for EDM finishing.

Three research projects on hard surfacing techniques have been included in the programme, an investigation of the effect of electrodeposited and other types of surface coating; testing ion-plated coatings; and a feasibility study on the surfacing of forging dies and tools by welding and spraying techniques.

Gas inspection contract

British Gas has awarded Harwell a contract worth more than £400,000 for a further year's research and development into the technique for inspecting high pressure gas pipelines.

This is another step in the development of an in-service inspection system which will monitor the condition of the underground gas transmission network. The British Gas target is that by 1980 it should be possible to examine all the pipelines which carry North Sea gas from the shore stations on the east coast to customers all over the United Kingdom.

Ron Dyer, the Harwell project manager, said: 'The work carried out so far has been almost entirely on the basic physics of possible inspection methods. By the end of this next phase we would hope to be in a position to have demonstrated the efficiency of our particular process.'

Government sales

Ministry of Defence
Furniture

13 October 1976

Location
Regional Depot RAOC, Morton-on-Lugg, Hereford

Auctioneers
Russell Baldwin and Bright, 19/21 King Street, Hereford HR4 9DB (tel. 0432 55441)

16 October 1976

Location
Roman Way Camp, Mersea Road, Colchester, Essex

Auctioneers
Fenn Wright Garrod Turner, 146 High Street, Colchester CO1 1PW (tel. 0206 46161)

20 October 1976

Location
Ordnance Support Unit RAOC, Chart Road, Ashford, Kent

Auctioneers
Fuller Horsey Sons and Cassell, 52 Bow Lane, London EC4 9ET (tel. 01-248 7954)

The above three sales each comprise approximately 600 lots of household furniture and effects which will be sold as single items or in small quantities for the benefit of personal buyers.

Catalogues which give details of the lots, conditions of sale, viewing times, etc., are available from the appropriate auctioneers from two weeks before and up to the day of the sale, price 20p postage and packing 10p extra (postal orders only).

Department of Trade
Ship for Sale

Offers are invited for the purchase of the undermentioned vessel 'as lying', or as scrap, at HM Dockyard, Chatham.

'Crane lighter ACL 6' Steel, built 1902. GT and NT not known Length (overall) 151 ft 10 in. Breadth 59 ft. Depth (mld) 10 ft 6 in. Light displacement not known. Engines: twin reciprocating in scrap state, German origin (main propulsion engines never used). IHP not known. Vessel towed.

Copies of form of purchase agreement, further particulars, sketch plan and authority to inspect can be obtained from the Department of Trade, Room 42, Parliament Square House, 34/36 Parliament Street, London SW1A 2ND, tel. 01-233 8531.

Offers should be addressed to the Department of Trade, Room 43, at the above address in envelopes clearly marked 'Offer to Purchase "Crane lighter ACL 6" ' and must be received not later than noon on 4 November 1976.

The above information is given for guidance only and any prospective purchaser must satisfy himself regarding actual details of the vessel and her present condition.

Industrial publicity

Publicity for British exporters can often be obtained through use of the facilities of the Central Office of Information, who are concerned with collecting from industry items suitable for dissemination overseas by way of Government information services. The COI are interested in news items, feature article material, photographs, tape recordings for radio, and films for television and other screening. Contact should be made with the nearest Regional Office covering your area.

Northern: Mr H. G. Roberts, Andrews House, Gallowgate, Newcastle upon Tyne NE1 4TB (Tel: 27575 – Telex 53277).

Yorkshire & Humberside: Mr T. Cooban, City House, Leeds LS1 4JG (Tel: 38232 – Telex Econ Plan 55472 – message to be prefixed for COI).

East Midland: Mr P. T. Brazier, Severns House, 20 Middle Pavement, Nottingham NG1 7DW (Tel: 0602 56181 – Telex 37572 COINOT – G)

Eastern: Mr A. A. McLoughlin, 72-80 Hills Road, Cambridge CB2 1LL (Tel: 58911 – Telex 81187).

London & South Eastern*: Mr R. Dean, OBE, St. Christopher House Annexe, Sumner Street, London, SE1 (Tel: 01-928 2371 – Telex 918881 message to be prefixed for London Region).

Southern: Mr A. S. Poole, Market Place House, Reading RG1 2EH (Tel: 581261 – Telex 848216).

South Western: Mr P. Yorke, The Pithay, Bristol BS1 2NF (Tel: 291071 – Telex 44203).

Midland: Mr D. C. Boyd, Five Ways House, Islington Row, Birmingham B15 1SH (Tel: 021-643 8191 – Telex 33376).

North Western: Mr P. Porter, 22nd floor, Sunley Building, Piccadilly Plaza, Manchester M1 4BD (Tel: 061-832 9111 – Telex 667830).

Scottish Office: Mr C. MacGregor, MBE, Scottish Information Office, New St. Andrew's House, St. James Centre, Edinburgh EH1 3TD (Tel: 031-556 8400).

Ulster Office: Northern Ireland Information Service, Stormont Castle, Belfast BT4 3ST (Tel: 63011).

Welsh Office: Mr Brian Evans, Director, Welsh Office Information Division, Oxford House, Hills Street, Cardiff CF1 2XG (Tel: 44171 – Telex 49327).

* National companies in central London, and particularly those with UK subsidiaries or branches, which require overseas publicity should consult Industrial Section at COI Headquarters: Mr. E. Turnbull, Central Office of Information, Hercules Road, London SE1 7DU (Tel: 01-928 2345 ext. 271 – Telex 915444).

European community news

Jet site: commission proposes committee should decide

In a bid to reach agreement on a site for the community's Joint European Torus (Jet) research programme on controlled thermonuclear fusion, the commission has sent new procedural proposals to the council of ministers.

The commission proposes that the council should decide that if no agreement on the site is reached before the end of 1976, the commission should choose the site on the basis of a recommendation by the Jet council.

This council has not yet been established. As originally proposed by the commission it would have comprised 13 members appointed by the partners in the Jet project, (two each from the commission, UK, France, West Germany, and Italy and one each from Belgium, Denmark, and the Netherlands). It was also proposed that the composition of the Jet council should be reviewed if new partners joined the project. Sweden has since joined and the commission is currently negotiating an agreement with Switzerland similar to that with Sweden.

The Jet council was to take its decisions on the basis of a two-thirds majority vote; a decision in the council of ministers depends on a unanimous vote.

EEC report on transition from education to work

Local authorities, teachers' associations, industrial training officers and other interested bodies in England have been asked for comments by the Department of Education and Science (DES) on a draft report by the EEC's education committee on the transition from education to work.

The draft report results from the resolution, agreed last December by the Nine's ministers of education (see the 19 December 1975 issue of *Trade and Industry*, page 797) on the development of educational co-operation in the community through an action programme. The ministers gave priority to a study of the transition from education to work, and asked the education committee to prepare an initial report. A draft has now been prepared and all member states are asking the views of interested bodies within their own countries before ministers discuss it at their next meeting planned for 29 November in Brussels.

The draft report is mainly concerned with the role of education in preparing young people for working life, and with the transition from education to work. Its recommendations are wide-ranging and cover vocational preparation in schools and further education, guidance and counselling, and the co-ordination of education, training and employment.

The report reviews the main problems and issues arising in member states, and suggests possible steps to meet them, at member state level and at community level. Many of the recommendations and proposals for action by member states, DES says, reflect existing arrangements in the UK.

Six priority themes

The report suggests that, at community level, co-operative action might take the form of exchanges of information, meetings, pilot schemes, workshops and publications, and suggests six priority themes:

improving initial and in-service teacher training;

study of the problems of pupil motivation;

development of careers guidance and counselling;

improvement of vocational preparation;

study of problems of job finding and retention, and job satisfaction;

projects to assist special groups, eg low-achieving girls, the physically and mentally handicapped, and young migrants.

The department has invited views on the commission's suggestions for a programme related to these themes by 8 November. Separate consultations will be undertaken by the Welsh Education Office, the Scottish Education Department, and the Department of Education for Northern Ireland.

EIB announces first loans under Lomé convention

The first financing operations to be carried out by the European Investment Bank under the Lomé convention have been in favour of the Republic of Upper Volta.

Acting as agent for the European economic community the bank has provided two loans, totalling the equivalent of 4,428,000 units of account (CFA F 1 155m) for extensions to a sugar complex at Banfora in the south-west of the country.

The loans have been made available from the 95mua of European development fund (EDF) resources set aside under the Lomé convention for risk capital operations to be managed by the EIB.

A conditional loan of 1,428,000ua has been granted to the Republic of Upper Volta for a term of 20 years, including a six-year grace period, with a rate of interest of 2 per cent per annum. It will go towards financing an increase in the capital of Société Sucrière Voltaïque (SOSUHV), the project sponsor, in which the state has a majority shareholding.

This company has also received a subordinated loan worth 3mua for a term of 13 years, including a nine-year grace period. The interest rate is 2 per cent for the first seven years and 5.5 per cent thereafter.

The funds advanced will be used for extending the area of sugar cane plantations from 2,250 to 3,500 hectares. The funds will also be used and for increasing the sugar mill capacity to raise annual output from 20,000 to 31,500 tonnes.

EEC/Canada agreement comes into force

The EEC/Canada framework economic co-operation agreement came into force on 1 October following the completion of the necessary procedures (including publication in the *Official Journal* on Friday 24 September).

The agreement was signed in Ottawa on 6 July. Details were published in *Trade and Industry* of 18 June, page 715, and 16 July, page 159.

More community news

Information on European community matters and about member states can often be found in other sections of *Trade and Industry*. For this week's additional news, turn to the following pages:

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No reduction of anti-dumping protection for Britain

There will be no reduction in the protection available to British industry as a result of the transfer of power in the anti-dumping field at the end of the transition period on 30 June 1977 since the community's anti-dumping policy is very similar to the traditional British policy. This was made plain in the commission's reply to a written question by Tom Normanton, Member of the European Conservative group in the European parliament. The full text of the reply is given in no. C226 of the *Official Journal* of 27 September 1976.

The commission explained that both British legislation and community law, under the transitional provision which the UK had operated since accession, were based on the Gatt anti-dumping code and the community anti-dumping policy was similar to British policy. Moreover, the time-scale within which complaints were dealt with by the commission was approximately the same as that which applied in the UK which itself was relatively short.

Replying to specific questions by Tom Normanton, the commission said that anti-dumping duties which had been imposed by the British authorities and would still be in force on 30 June 1977 would not expire ipso facto on 1 July although they might, at an appropriate time, be examined in accordance with community legislation.

Referring to cases where an investigation was in progress in the UK, the commission said that first contacts had already been held between the commission and the UK government which had indicated that it would endeavour to finalise as many cases as possible before 30 June 1977. There would be continuing close co-operation between the commission's services and the UK authorities to ensure that those cases which were still under investigation at 30 June 1977 could be taken over smoothly by the commission. The results of the investigations carried out by the British authorities would form the basis of the commission's investigation and help considerably to speed up the procedure.

In cases arising after 1 July 1977 the normal community anti-dumping procedures would apply. These provided that the commission should examine complaints in co-ordination with the member states and the co-ordination would be particularly close with a member state whose industry was directly affected. The handing-over powers in dumping matters did not cause any problems in the original member states and it was not expected that any insuperable problem would arise in the UK.

The commission concluded by citing the procedure laid down by article 6 of the community's anti-dumping regulation, pointing out that industries which are suffering injury as a result of dumping have the option of either approaching member states directly or making their problems known to the commission in the first place. In either case the industry would be given all possible advice and assistance. The commission had prepared a questionnaire to assist industry in formulating complaints but this did not, in any way, rule out the possibility of discussion with the appropriate authorities, which the commission welcomed: in the introduction of the complaint the industry was again free to choose between lodging it with the commission or with the government of a member state. If the latter course was chosen, the authorities concerned should, in accordance with the regulation inform the commission immediately. In either event the result would be an investigation by the commission in co-operation with the member states, of both the dumping and the injury to the industry.

In this context, said the commission, it should be noted that both the Gatt anti-dumping code and the community regulation provided for anti-dumping measures to be taken if there was injury to a community industry which was defined as being either the entire industry or a major proportion thereof. Both expressly recognised, however, that, in certain circumstances, it may be necessary to act in defence of the industry in a region of the community. Existing community legislation should, therefore, prove sufficiently flexible to deal with all major problems.

Finally it was stressed in the answer that all commission decisions on dumping cases were taken after consultation with the member states. For example, an investigation was opened after discussion in the anti-dumping committee; the investigation was carried out by the commission in co-operation with member states' authorities, whose assistance it may request in such matters as customs checks and verification of injury to firms; an anti-dumping duty may be imposed provisionally by the commission or definitely by the council (in either case the situation in the member states most directly concerned would be taken very much into account) and the commission may only terminate a procedure with the agreement of the member states.

Commission makes proposals for plant protection products

A proposal for a directive, on the placing on the market and the free movement of plant protection products used for protecting crops and crop products against disease, insects and weeds, has been put forward to the council by the EEC commission. At the same time the commission proposes prohibiting the use of certain plant protection products on the grounds that they are hazardous to human health or harmful to the environment.

The first proposal envisages the creation of an optional 'EEC-acceptance' to operate in parallel with existing national arrangements for approving plant protection products. This approval would be given by a member state to products which meet a number of safety and efficiency requirements and which are based on certain active ingredients listed in the directive. Any person wishing to market such plant protection products within the community will have the choice either of applying, in each state, for registration under national legislation or of applying simply for EEC-acceptance. With effect from 31 December of the year following the year of EEC-acceptance, member states will not be able to refuse, prohibit or restrict the placing on the market of an 'EEC-accepted' product. Under certain circumstances, however, exceptions may be allowed to this rule where objections to 'EEC-accepted' products are shown to be justified. The commission will publish each year a list of all the plant protection products which may be placed on the market within the community with the description 'EEC-accepted'.

The second proposals aims at harmonising national prohibitions and restrictions concerning plant protection products and in a first stage, the proposals cover products containing certain mercury or organochlorine active substances.

Proposed regular inspections for Feoga participation

A proposal that it should be made obligatory for member states to regularly inspect books and documents of undertakings receiving or paying monies to the European agricultural guidance and guarantee fund (Feoga) has been sent by the EEC commission to the council.

The proposal forms part of a general drive on the part of the commission to strengthen control of the funds managed by Feoga's guarantee fund and to reinforce the fight against irregularities.

The proposals require member states to undertake inspection on their own responsibility, on a scale and at a frequency to be decided by them according to the circumstances. After a transitional period of three years, to enable member states gradually to set up the necessary instruments, inspection will have to be made at least once every two years in the case of undertakings which receive or pay sums of more than 100,000 units of account per annum under Feoga.

European community new legislation

The legislation listed below has been published in the *Official Journal of the European Communities* as indicated against each item. The *Official Journal* is now published in English and copies should be obtained from HMSO. Information about the items listed, in so far as other member states' requirements are concerned, is available to British exporters from Department of Trade, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757, ext. 7174/482/408). Other information may be obtained from the reference point given at the end of the item.

Common agricultural policy

The texts of the following regulations which affect the various agricultural sectors in the EEC have been published in the *Official Journal of the European Communities*:

Processed fruit and vegetables. Regulation (EEC) 2284/76 fixing, for the purposes of application of the system of import licenses for preserved mushrooms, the percentage applicable to the reference quantity (*Official Journal* L258, 22 September 1976).

Regulation (EEC) 2320/76 amending regulation (EEC) 1993/75 laying down detailed rules for the application of the system of compensatory amounts for tomato concentrates (*Official Journal* L261, 25 September 1976).

Regulation (EEC) 2334/76 fixing the difference in the prices of white sugar to be used for calculating the levy for products processed from fruit and vegetables (*Official Journal* L264, 28 September 1976).

Milk and milk products. Regulation (EEC) 2293/76 amending regulation (EEC) 990/72 on detailed rules for granting aid for skimmed milk processed into compound feedingstuffs and for skimmed-milk powder for use as feed (*Official Journal* L259, 23 September 1976).

Regulation (EEC) 2306/76 temporarily suspending the private storage of Grana Padano and Parmigiano Reggiano cheeses (*Official Journal* L260, 24 September 1976).

Regulation (EEC) 2315/76 on the sale of butter from public stocks (*Official Journal* L261, 25 September 1976).

Oils, fats and oilseeds. Regulation (EEC) 2307/76 amending regulation (EEC) 2197/76 on the putting up for sale of olive oil held by the Italian intervention agency (*Official Journal* L260, 24 September 1976).

Cattle, beef and veal. Regulation (EEC) 2321/76 deferring the qualifying date for beef to be placed on sale by the intervention agencies under regulations (EEC) 2073/74 and (EEC) 2320/74 (*Official Journal* L261, 25 September 1976).

Cereals and rice. Regulation (EEC) 2325/76 amending for the ninth time regulation (EEC) 2042/75 on special detailed rules for the application of the system of import and export licences for cereals and rice (*Official Journal* L261, 25 September 1976).

Imports from non-member states

The *Official Journal of the European Communities* L259, 23 September 1976, contains the texts of the following decisions:

Decision 76/745/EEC authorising Belgium, Luxembourg and the Netherlands not to apply community treatment to drawn or blown glass, falling within heading no ex 70.05 of the common customs tariff, originating in the USSR and in free circulation in Germany.

Decision 76/746/EEC authorising France not to apply community treatment to knives with cutting blades, serrated or not, including pruning knives (save for knives with handles of ivory or of gilt or silver-plated base metals), falling within heading no ex. 82.09 of the common customs tariff, originating in Japan and in free circulation in the other member states.

Decision 76/747/EEC authorising the UK not to apply community treatment to woven fabrics of cotton, other than gauze or terry towelling and similar terry fabrics, unbleached, falling within heading no ex 55.09 of the common customs tariff, originating in Taiwan and in free circulation in Ireland.

EEC rules of competition

The *Official Journal of the European Communities* L254 of 17 September 1976 contains the text of a commission decision dated 26 July 1976 relating to a proceeding under article 85 of the treaty of Rome.

76/743/EEC BASF/Aktiengesellschaft/Dr Gottfried Reuter/Gottfried-Reuter-Holding-GmbH (reference DG IV/28.996) relating to a complaint lodged by Dr Reuter with the commission concerning a contractual non-competition clause imposed on him by the purchaser, BASF A.G., on the sale of Elastomer, a group of undertakings concerned with the manufacture of polyurethanes. The commission found that there had been an infringement of article 85(1) and ruled that it should be brought to an end.

Further information: Department of Prices and Consumer Protection, Fair Trading Division, 1 Victoria Street, London SW1H 0ET. tel. 01-215 5092.

Applications for copies of the *Official Journal of the European Communities* containing the legislation referred to should be made to HMSO and not to the inquiry points given in the notices.

Air products arrive in West Germany

The 35m long (115 ft) 61,369kg air separation column box for Air Products GmbH's (APG) new 300 tonnes-per-day oxygen, nitrogen and argon plant arriving at Luneburg, West Germany, after its shipment from Air Products Ltd. (APL) manufacturing facility at Acrefair, Clwyd, North Wales. The new plant, which was designed and is being constructed by a team from Air Products Ltd, will cater for the German company's increased business in the industrial gases market and will complement supplies from the company's other air separation plant at Hattingen.

Economic indicators of the EEC

These tables have been prepared for the convenience of users who do not have access to the sources themselves; international publications (as indicated) have been used, supplemented by later reports where possible. In addition to the member states of the EEC, the United States and Japan have been included for comparison.

The form of presentation adopted – indicators by subject – is for convenience only, and it must not be assumed that the indicators in the same table for different countries are strictly comparable. An attempt has been made to indicate major differences of definition, but the coverage and methods of collection vary considerably; this is partly due to different administrative procedures in various countries. Fuller details may be obtained from the sources indicated, and from the national publications of the countries concerned.

From 6 August 1976, actual unemployment figures rather than indices have been published. Unemployment rates reflect national practices of defining the rate rather than those based on the size of the labour force in 1970 which had been used previously. These changes are in concert with the comparison of international unemployment now published regularly in the *Department of Employment Gazette* where seasonally unadjusted figures are also to be seen.

TABLE 1 Industrial Production (Excluding construction) Seasonally adjusted — Indices 1970 = 100

	Belgium	Luxembourg	France[1]	German F.R.	Ireland[2]	Italy	Netherlands	United Kingdom	EEC[3]	*United States*[4]	*Japan*
Weights in EEC	3.9	0.3	18.1	39.9	0.6	13.3	4.5	19.4	100.0	—	—
Weights in total	1.3	0.1	6.0	13.2	0.2	4.4	1.5	6.4	33.1	*43.3*	*11.9*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	103	99	104	102	105	100	106	100	102	*100*	*103*
1972	109	103	112	106	109	104	111	102	106	*108*	*110*
1973	116	115	120	113	119	114	118	111	115	*118*	*127*
1974	120	119	123	112	123	118	121	108	116	*117*	*124*
1975	108	93	112	105	115	109	115	102	107	*107*	*110*
1975 1st quarter	112	103	114	106	116	110	117	107	109	*105*	*108*
2nd quarter	108	92	111	104	114	107	114	101	105	*103*	*110*
3rd quarter	103	82	111	103	114	106	111	100	104	*107*	*112*
4th quarter	109	95	114	108	116	111	119	102	109	*110*	*113*
1976 1st quarter	115	98	121	112	124	115	120	103	112	*118*	*119*
2nd quarter	121	104	121	113		121	121	104	114 (e)	*120*	*125*
1975 March	109	102	112	105		108	118	105	108	*103*	*105*
April	111	93	112	102		109	113	103	105	*103*	*109*
May	105	84	108	106		103	114	100	105	*103*	*110*
June	111	96	112	103		109	114	100	106	*104*	*111*
July	101	90	110	99		110	109	101	103	*105*	*114*
August	100	61	110	104		98	111	99	103	*107*	*112*
September	107	96	111	106		110	114	101	106	*109*	*114*
October	109	89	113	107		112	116	102	108	*109*	*114*
November	110	98	113	109		113	122	102	109	*110*	*112*
December	107	98	117	109		108	120	101	109	*111*	*114*
1976 January	111	97	120	110		110	121	102	111	*117*	*117*
February	115	98	120	114		117	119	103	113	*118*	*119*
March	120	99	121	111		117	121	103	112	*119*	*123*
April	122	99	121	112		118	121	104	113	*119*	*127*
May	120	107	121	111		124	121	106	115	*120*	*124*
June	121	105	122	114		121	122	102	115	*121*	*126*
July				112 (e)		121 (e)		104		*121*	*128* (e)
August										*122* (e)	
% change latest three months:											
On previous three months	4.9	5.8	0.8	nil	6.9	4.0	0.8	0.6	2.1	*1.7*	*2.4*
On a year earlier	11.0	13.9	9.6	9.4	6.9	13.7	6.7	3.4	8.5	*15.2*	*12.8*

[1] Excluding clothing, wood products and furniture. [2] Mining and manufacturing only. [3] Excluding Denmark. (e) Estimated.
[4] From 1976, data are not comparable with those for earlier periods

Source: 'OECD Main Economic Indicators

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TABLE 2 Unemployment seasonally adjusted

Numbers thousands

	Belgium[2]	Den-mark[4]	France[1]	German F.R.[1]	Ireland[2]	Italy[3]	Nether-lands[1]	United Kingdom[1]	*United States*[3]	*Japan*[3]
1971	71	30	337	185	42	613	62	776	*4,993*	*639*
1972	87	30	380	246	48	696	108	885	*4,840*	*730*
1973	92	20	394	274	44	669	110	611	*4,304*	*660*
1974	105	45	498	583	48	560	135	600[5]	*5,076*	*720*
1975	177	103	840	1,074	75	654	195	929	*7,830*	*990*
1974 1st quarter	93	19	441	473	43	548	121	577	*4,652*	*683*
2nd quarter	97	32	443	512	46	528	124	577	*4,666*	*660*
3rd quarter	107	50	474	609	49	556	139	614	*5,036*	*715*
4th quarter	122	77	615	815	56	604	156	643	*6,053*	*869*
1975 1st quarter	141	101	731	1,019	69	553	174	738	*7,664*	*888*
2nd quarter	170	101	837	1,073	75	727	190	847	*8,203*	*956*
3rd quarter	191	99	877	1,110	78	653	207	1,000	*7,802*	*989*
4th quarter	210	111	916	1,141	80	698	211	1,132	*7,824*	*1,167*
1976 1st quarter	209	111	935	1,163	82	625	208	1,223	*7,151*	*1,043*
2nd quarter	230	98	957	1,027	84	755	206	1,247	*7,014*	*1,101*
3rd quarter								1,308		
1975 April	161	108	797	1,068	73		186	798	*7,941*	*911*
May	170	100	835	1,067	75		189	850	*8,250*	*942*
June	180	96	878	1,084	77		193	894	*8,071*	*1,015*
July	183	85	885	1,113	78		202	968	*8,096*	*966*
August	191	104	864	1,121	77		207	997	*7,924*	*977*
September	199	107	882	1,097	79		210	1,034	*7,970*	*1,025*
October	211	109	900	1,132	80		211	1,089	*8,092*	*1,187*
November	211	107	926	1,137	80		211	1,133	*7,939*	*1,125*
December	208	117	921	1,153	81		211	1,175	*7,735*	*1,189*
1976 January	205	114	928	1,188	82		208	1,211	*7,290*	*1,077*
February	207	113	925	1,194	83		212	1,232	*7,136*	*1,089*
March	215	106	952	1,107	82		205	1,227	*7,027*	*963*
April	221	102	944	1,073	84		203	1,234	*7,040*	*1,051*
May	229	97	961	1,003	85		205	1,250	*6,860*	*1,107*
June	239	94	967	1,004	83		211	1,257	*7,143*	*1,145*
July	238	103	950	1,023			218	1,294	*7,426*	*1,090* (e)
August	240 (e)	99 (e)	962	1,024 (e)			226 (e)	1,309	*7,506* (e)	
September								1,319		
Rate % in latest month	9.0	9.1	5.4	4.5	12.5	3.8	5.8	5.6	*7.8*	*2.0*
% change latest three months										
On previous three months	7.8	−3.0	0.7	−4.1	2.0	+20.8	6.9	4.9	*5.5*	*7.7*
On a year earlier	29.4	3.9	9.6	−8.1	12.0	+3.9	8.8	30.8	*−8.4*	*14.3*

Unemployment data are defined and collected on different bases in different countries. The following notes indicate the main variations which prevent direct international comparison.

1 Registered unemployed (excluding school leavers); rate per cent of total employees.
2 Insured unemployed; rate per cent of total insured population.
3 Labour force sample survey; rate per cent of total labour force.
4 Unemployment-insurance beneficiaries; rate per cent of total numbers insured.
5 Estimated in the absence of figures for December 1974.
6 Averaged over component months. Rates per cent relate to the last period for which unemployment figures are given.
7 Some seasonally adjusted data have been estimated from unadjusted material.

Source: OECD Main Economic Indicators and *Department of Employment Gazette*.

TABLE 3 Exports (fob) Special trade[1], seasonally adjusted

US$ million*

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United King-dom[2]	EEC	*United States*[3]	*Japan*[3]
1970	11,592	3,288	17,940	34,188	1,032	13,188	11,772	19,356	112,356	*43,224*	*19,320*
1971	12,081	3,609	20,592	39,009	1,308	15,177	13,953	22,356	128,084	*44,211*	*23,994*
1972	15,995	4,330	25,739	46,208	1,610	18,535	16,392	24,340	153,152	*49,676*	*28,591*
1973	22,416	6,120	35,952	67,440	2,124	22,236	23,952	28,862	210,684	*71,316*	*36,936*
1974	28,260	7,716	45,900	89,160	2,628	30,288	32,436	37,196	275,100	*98,508*	*55,536*
1975	28,812	8,712	52,212	90,024	3,216	34,824	34,440	41,715	295,992	*107,652*	*55,752*
1975 1st quarter	7,893	2,199	13,557	23,625	771	8,712	8,928	10,840	77,121	*26,840*	*14,907*
2nd quarter	7,035	2,193	13,317	23,133	756	8,454	8,532	10,411	74,442	*25,795*	*13,842*
3rd quarter	6,408	2,055	12,441	21,060	795	8,697	7,869	9,859	69,813	*27,135*	*13,176*
4th quarter	7,227	2,241	12,876	22,356	852	9,015	9,138	10,475	74,865	*28,206*	*14,097*
1976 1st quarter	7,632	2,148	13,539	23,583	723	8,466	8,985	10,833	76,380 (e)	*26,619*	*15,870*
2nd quarter		2,241		24,549	813			10,825			
1975 April	2,360	738	4,426	7,610	270	2,747	2,952	3,287	24,558	*8,593*	*4,789*
May	2,285	706	4,310	7,354	265	2,785	2,722	3,742	24,404	*8,414*	*4,571*
June	2,388	749	4,581	8,169	221	2,921	2,857	3,384	25,482	*8,788*	*4,481*
July	2,053	707	4,186	7,224	268	2,799	2,655	3,418	23,532	*8,868*	*4,423*
August	2,240	671	4,142	6,704	263	3,031	2,499	3,149	22,902	*9,119*	*4,420*
September	2,116	678	4,114	7,132	265	2,848	2,708	3,298	23,378	*9,147*	*4,333*
October	2,271	806	4,148	7,200	316	2,918	3,008	3,555	24,489	*9,303*	*4,764*
November	2,632	724	4,315	7,764	290	3,182	3,095	3,356	25,591	*9,527*	*4,467*
December	2,324	711	4,414	7,392	246	2,916	3,037	3,562	24,785	*9,376*	*4,849*
1976 January	2,488	768	4,425	7,747	247	3,062	2,903	3,600	25,456	*8,840*	*5,037*
February	2,648	683	4,637	7,692	247	2,591	3,017	3,552	25,328	*8,858*	*5,223*
March	2,495	698	4,478	8,145	228	2,813	3,155	3,686	25,931	*8,920*	*5,610*
April	2,549	723	4,568	7,981	290	2,775	2,899	3,550	25,556	*9,114*	*5,302*
May	2,622	780	4,899	8,459	274	3,323	3,009	3,634	27,234	*9,889*	*5,438* (e)
June	2,872 (e)	738		8,108	249	3,042 (e)	2,707 (e)	3,637		*9,716*	*5,618* (e)
July				8,300 (e)		3,586 (e)		3,493		*10,022* (e)	*5,780* (e)
August				7,490 (e)				3,638			*5,304* (e)
% change in dollar terms latest three months											
On previous three months	5.4	4.3	3.5	−2.8	12.6	21.7	−5.0	−0.9	4.2	*10.2*	*2.2*
On a year earlier	14.4	2.2	5.4	8.2	7.5	17.0	1.0	8.2	5.7	*13.6*	*25.4*
% change in national currencies latest three months:											
On previous three months	4.0	3.6	8.3	−4.4	16.0	19.8	−7.6	2.1	5.2	*10.2*	*−0.4*
On a year earlier	16.7	4.6	19.2	6.9	30.4	48.1	0.8	31.2	19.7	*13.6*	*22.3*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] Weighted average of percentage changes in national currencies.
* All values are expressed in US dollars, making use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.

Source: United Kingdom: Department of Trade
All others: 'OECD Series "A"'

TABLE 4 Imports (cif) Special trade[1], seasonally adjusted

US$ million[4]

	Belgium/ Luxem-bourg	Den-mark[2]	France	German F.R.	Ireland[2]	Italy	Nether-lands	United Kingdom[2]	EEC	*United States[2,3]*	*Japan[2]*
1970	11,352	4,380	19,116	29,808	1,572	14,940	13,392	21,720	116,280	*39,960*	*18,876*
1971	12,390	4,476	21,261	34,356	1,838	16,026	15,159	23,897	129,403	*45,633*	*19,716*
1972	14,879	4,986	26,696	39,759	2,113	19,252	17,127	27,831	152,643	*55,819*	*23,463*
1973	21,936	7,704	37,380	54,492	2,784	27,816	24,360	38,884	215,232	*69,120*	*38,316*
1974	29,700	9,852	52,824	68,976	3,816	40,968	33,204	54,486	293,568	*100,968*	*62,112*
1975	30,708	10,332	54,240	74,208	3,804	38,364	35,148	53,695	300,048	*96,936*	*57,864*
1975 1st quarter	7,479	2,445	14,016	18,618	987	9,273	9,297	14,063	76,158	*25,002*	*14,895*
2nd quarter	7,359	2,415	13,131	18,678	924	9,039	8,760	13,091	73,395	*22,275*	*13,521*
3rd quarter	6,891	2,439	12,777	17,865	894	9,399	8,091	13,178	71,532	*24,303*	*14,451*
4th quarter	7,626	2,844	14,328	19,188	1,011	10,602	9,084	13,214	77,877	*25,515*	*15,129*
1976 1st quarter	7,752	2,856	15,138	20,043	1,032	9,798	8,862	13,222	78,286 (e)	*27,471*	*15,048*
2nd quarter		2,963		20,840	971			13,994			
1975 April	2,493	816	4,415	6,573	318	2,981	2,886	4,428	24,904	*7,909*	*4,579*
May	2,414	809	4,244	5,882	310	2,823	2,886	4,290	23,658	*7,314*	*4,609*
June	2,453	790	4,472	6,222	295	3,234	2,988	4,377	24,836	*7,052*	*4,333*
July	2,267	803	4,294	5,847	302	3,142	2,676	4,520	23,848	*7,805*	*4,823*
August	2,185	805	4,173	5,843	286	2,814	2,544	4,447	23,097	*8,130*	*4,593*
September	2,440	830	4,309	6,174	305	3,443	2,870	4,212	24,587	*8,370*	*5,034*
October	2,456	874	4,644	6,320	308	3,288	2,766	4,397	25,049	*8,406*	*5,089*
November	2,605	978	4,897	6,307	357	3,637	3,203	4,367	26,349	*8,555*	*4,793*
December	2,565	991	4,786	6,562	345	3,676	3,116	4,439	26,478	*8,555*	*5,221*
1976 January	2,671	888	5,043	6,534	332	3,177	2,959	4,424	26,022	*9,425*	*5,126*
February	2,523	972	5,125	6,699	356	3,193	2,902	4,560	26,340	*8,820*	*5,037*
March	2,559	996	4,971	6,811	353	3,429	3,041	4,240	26,408	*9,226*	*4,884*
April	2,661	993	5,020	7,146	321	3,640	3,282	4,617	27,665	*9,651*	*4,977*
May	2,822	981	5,479	6,983	323	3,679	3,176	4,660	28,144	*9,192*	*4,700* (e)
June	2,876 (e)	989		6,711	327	3,617 (e)	2,791 (e)	4,709		*10,093*	*4 643* (e)
July				7,291 (e)		3,460 (e)		4,824		*10,849*	*4,780* (e)
August				7,020 (e)				4,595			*4,745* (e)
% change in dollar terms latest three months											
On previous three months	7.8	3.8	3.5	0.4	−6.7	4.8	3.9	4.5	4.3	*8.8*	*−2.7*
On a year earlier	13.6	22.7	16.8	17.4	5.2	16.9	5.6	5.9	11.9	*35.9*	*3.1*
% change in national currencies latest three months											
On previous three months	6.4	3.1	8.3	0.4	−4.9	3.1	1.1	7.6	4.8	*10.2*	*−5.1*
On a year earlier	15.9	25.5	32.1	16.0	27.6	47.9	0.8	30.0	21.7	*13.6*	*0.7*

[1] For most purposes special trade may be defined as trade excluding re-exports. [2] General trade. [3] fob. [4] Weighted average of percentage changes in national currencies.
[4] All values are expressed in US dollars with the use of IMF parity rates as quoted in 'OECD Main Economic Indicators'.
(e) estimated.
Source: United Kingdom: Department of Trade. All others: 'OECD Series "A" '.

TABLE 5 Balance of Payments on current account

US$ million (unadjusted)

	Belgium/ Luxem-bourg	Den-mark	France	German F.R.	Ireland	Italy	Nether-lands	United Kingdom	EEC	*United States*	*Japan*
1970	724	−544	297	729	−189	902	−522	1,661	3,592	*2,233*	*1,970*
1971	851	−423	530	323	−190	2,041	−155	2,588	487	*−1,247*	*5,821*
1972	1,113	−66	297	1,041	−134	2,266	1,290	221	5,783	*−5,462*	*6,624*
1973	1,140	−472	−691	4,343	−219	−2,510	2,310	−5,718	−5,874 (e)	*7,156*	*−133*
1974	911	−982	−5,943	9,693	−708	−7,817	2,028	−12,319	−15,519	*2,330*	*−4,650*
1975	1,044	−508	330	3,828	−80 (e)	−528	1,569	−7,111	−1,376	*17,361*	*−682*
1973 1st quarter	366	−151	−225	565		−669	457	−890		*939*	*497*
2nd quarter	232	−179	280	1,039		−736	682	−471		*906*	*−416*
3rd quarter	217	69	−542	828		−14	35	−603		*965*	*101*
4th quarter	326	−211	−206	1,917		−1,060	1,136	−1,165		*4,346*	*−315*
1974 1st quarter	339	−519	−1,602	2,757		−2,503	479	−3,233		*2,356*	*−3,274*
2nd quarter	−121	−311	−1,864	2,193		−2,433	522	−3,233		*−70*	*−2,377*
3rd quarter	323	−141	−1,930	860		−1,413	554	−2,970		*−2,381*	*−133*
4th quarter	370	−16	−547	3,883		−1,467	473	−2,879		*2,425*	*1,133*
1975 1st quarter	622	−88	−369	2,192		−459	146	−2,485		*4,157*	*−925*
2nd quarter	141	45	941	861		142	596	−1,581		*5,855*	*−300*
3rd quarter	31	−72	−128	−407		859	194	−2,030		*2,290*	*−23*
4th quarter	251	−393	−114	1,185		−1,070	633	−1,077		*5,118*	*566*
1976 1st quarter	−411			1,324			823	−1,243		*2,511*	*−111*
2nd quarter								−1,710			

Source: UK Central Statistical Office. All others: IMF International Financial Statistics.

Have you a good export picture?

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news.

Send your export photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

TABLE 6 Export unit values of manufactures

Indices 1970 = 100

	Belgium/ Luxembourg		France		German F.R.		Italy		Netherlands		United Kingdom		*United States*	*Japan*	
	US$	Bfrs.	US$	frs.	US$	D.M.	US$	lire	US$	Gdrs.	US$	£	US$	US$	Yen
1970	100	100	100	100	100	100	100	100	100	100	100	100	*100*	*100*	*100*
1971	101	98	105	105	108	102	106	105	104	101	106	105	*102*	*104*	*101*
1972	112	99	115	105	117	102	114	106	117	104	116	111	*104*	*116*	*99*
1973	137	107	143	114	147	107	126	118	139	107	127	124	*113*	*141*	*107*
1974	171	133	162	140	172	122	154	160	178	132	153	155	*137*	*181*	*147*
1975			197	152	196	131					178	192	*159*	*178*	*147*
1973 1st quarter	122	102	126	110	124	103	119	110	124	105	119	118	*107*	*125*	*100*
2nd quarter	134	105	141	112	141	105	121	115	135	107	129	122	*111*	*136*	*100*
3rd quarter	148	108	153	115	162	106	131	120	148	124	131	127	*114*	*147*	*108*
4th quarter	147	113	152	121	157	109	133	125	152	112	132	133	*120*	*154*	*118*
1974 1st quarter	150	123	141	125	154	114	133	137	154	121	134	141	*127*	*165*	*134*
2nd quarter	173	132	158	139	175	120	148	151	179	130	153	153	*132*	*183*	*142*
3rd quarter	177	137	170	147	175	125	163	171	186	137	159	162	*142*	*185*	*152*
4th quarter	183	138	181	151	183	126	171	181	192	138	165	170	*148*	*190*	*159*
1975 1st quarter	199	139	196	152	203	130	184	188	209	139	178	179	*156*	*192*	*157*
2nd quarter	192	134	208	153	203	130	183	184	205	136	182	188	*159*	*188*	*152*
3rd quarter	176	138	193	151	189	132	179	190	185	134	175	197	*159*	*179*	*148*
4th quarter			193	154	185	131					174	205	*162*	*169*	*143*
1976 1st quarter													*165*		
% change latest 3 months:															
On previous 3 months	−8.3	3.0	Nil	2.0	−2.1	−0.8	−2.2	3.3	−9.8	−1.5	−0.6	4.0	*1.9*	*5.6*	*−3.4*
On a year earlier	−0.6	0.7	6.6	2.0	1.1	4.0	9.8	11.1	−0.5	−2.2	5.5	20.5	*5.8*	*−11.0*	*−10.0*

(e) estimated.

Source: Dollar value: 'United Nations Monthly Bulletin'. National currency: Dollar values converted at OECD exchange rates as quoted in 'Series A' : UK Department of Trade

TABLE 7 Consumer prices All goods and services

Indices 1970 = 100

	Belgium[1]	Luxembourg[1]	Denmark	France	German F.R.	Ireland	Italy	Netherlands	United Kingdom	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	100	*100*	*100*
1971	104	105	106	105	105	109	105	108	109	*104*	*106*
1972	110	110	113	112	111	118	111	116	117	*108*	*111*
1973	118	117	123	120	119	132	122	125	127	*114*	*125*
1974	133	128	142	136	127	154	146	137	148	*127*	*153*
1975	150	142	156	152	135	186	171	151	184	*139*	*172*
1974 1st quarter	125	123	134	129	125	144	134	132	139	*122*	*144*
2nd quarter	130	127	140	135	127	151	141	136	147	*125*	*151*
3rd quarter	136	129	144	139	128	157	150	138	151	*129*	*156*
4th quarter	140	133	149	143	130	165	160	143	158	*133*	*163*
1975 1st quarter	144	136	152	147	132	178	165	146	167	*135*	*165*
2nd quarter	148	140	156	151	135	189	169	150	183	*137*	*171*
3rd quarter	151	143	158	154	136	187	173	153	191	*140*	*173*
4th quarter	155	147	156	157	137	192	178	156	195	*142*	*177*
1976 1st quarter	159	151	162	161	139	206	185	159	204	*144*	*181*
2nd quarter	162	155	168	165	141	219	196	165	212	*146*	*187*
1975 April	147	139	154	150	134		168	149	177	*136*	*171*
May	148	140	156	151	134	189	169	150	184	*137*	*173*
June	149	141	157	152	135		171	150	187	*138*	*172*
July	150	142	158	153	135		171	151	190	*140*	*173*
August	151	143	158	154	135	187	173	153	191	*140*	*172*
September	152	144	159	155	136		174	155	192	*141*	*176*
October	154	146	155	156	136		176	156	195	*142*	*179*
November	156	147	158	157	137	192	178	156	197	*142*	*177*
December	157	148	158	158	137		179	157	200	*143*	*177*
1976 January	158	151	159	160	138		181	158	202	*143*	*180*
February	159	151	160	161	139	206	185	159	205	*144*	*182*
March	160	152	167	162	140		189	161	206	*144*	*182*
April	161	154	167	164	141		193	164	210	*145*	*187*
May	162	155	169	165	141	219	198	165	212	*146*	*187*
June	162	155	169	166	142		198	165	213	*146*	*188*
July	164	156	169	167	141		200	164	214	*147*	*189*
August	164 (e)				141 (e)				217		
% change last 3 months:											
On previous 3 months	1.5	2.0	2.6	2.3	0.5	6.3	5.1	2.1	2.6	*1.4*	*2.4*
On a year earlier	8.9	10.2	7.6	9.2	4.7	15.9	16.6	9.5	13.4	*5.6*	*8.9*

[1] Excluding rent.

(e) estimated.

Source: 'OECD Main Economic Indicators'

Government Publications in Scotland

from

Her Majesty's Stationery Office, 13a Castle Street, Edinburgh EH2 3AR

TABLE 8 Value of retail sales Current prices, seasonally adjusted

Indices 1970 = 100

	Belgium/ Luxem-bourg	Denmark	France[2]	German F.R.[3]	Ireland[4]	Italy[4,7]	Nether-lands	Great Britain[5]	*United States*	*Japan*
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	108	108	104	111	111	111	108	109	*109*	*110*
1972	120	119	110	121	126	125	122	122	*119*	*118*
1973	138	134	117	130	148	152	136	139	*134*	*145*
1974	162	147	134	137	168	189	150	160	*143*	*165*
1975	183	167	147	149	199	208	169	191	*156*	*192*
1974 1st quarter	153	144	127	134	158	160	144	149	*138*	*157*
2nd quarter	159	148	131	135	165	166	149	154	*142*	*160*
3rd quarter	166	148	136	139	169	181	155	165	*148*	*170*
4th quarter	171	152	139	138	175	236	153	173	*142*	*173*
1975 1st quarter	176	161	141	146	183	181	164	181	*148*	*186*
2nd quarter	177	164	145	147	192	194	167	190	*153*	*192*
3rd quarter	184	166	147	151	200	192	170	194	*159*	*192*
4th quarter	192	180	154	154	216	264	177	199	*162*	*195*
1976 1st quarter	197	187	150	157	225	209		208	*168*	*200*
2nd quarter		187	153	157				212	*172*	*202*
1975 January	175	160	139	144	185	168	161	181	*147*	*182*
February	175	163	141	146	182	169	164	181	*150*	*186*
March	178	160	144	147	183	208	166	181	*147*	*191*
April	178	163	145	148	188	188	165	201	*150*	*191*
May	174	162	144	145	198	203	164	182	*154*	*192*
June	180	167	144	150	189	193	166	187	*155*	*193*
July	179	169	145	149	193	198	168	192	*159*	*193*
August	184	166	147	150	198	166	166	192	*160*	*194*
September	189	163	150	152	208	211	176	196	*158*	*190*
October	193	180	153	154	212	254	177	194	*160*	*197*
November	188	180	154	156	214	213	174	198	*161*	*194*
December	196	177	156	152	226	324	179	204	*165*	*195*
1976 January	195	181	151	155	222	201	174	211	*165*	*197*
February	196	208	148	159	236	197	176	207	*168*	*206*
March	199	172	151	158	218	228		206	*170*	*198*
April	200	188	149	156	231	242		214	*170*	*200*
May		179	156	157	233	235		210	*172*	*203*
June		194	153	158				212	*173*	*203*
July								219	*170*	
% change latest 3 months:										
On previous 3 months	2.8	nil	1.8	−0.2	−0.3	−2.3	0.4	2.2	*1.4*	*0.8*
On a year earlier	12.1	14.0	5.8	6.3	19.9	17.7	10.9	14.3	*10.0*	*5.2*

[1] Department and chainstores. [2] Including chainstores. [3] Including indirect taxes. Not seasonally adjusted. [4] Average weekly sales. [5] Excluding motor vehicles.

Source: 'OECD Main Economic Indicators'

TABLE 9 Earnings/wages per head in manufacturing

Indices 1970 = 100

	Belgium/ Luxem-bourg	Den-mark[1,2]	France	German F.R.[6] †	Ireland[2]	Italy[7]	Nether-lands[3]	Great Britain	*United States*[4]	*Japan*[5] †
1970	100	100	100	100	100	100	100	100	*100*	*100*
1971	111	115	110	111	116	112	112	111	*106*	*114*
1972	126	129	121	123	133	124	126	126	*113*	*132*
1973	147	153	138	135	159	154	143	143	*121*	*163*
1974	178	185	162	151	191	189	168	166	*131*	*206*
1975	210	223	185	165	246	239		209	*143*	*230*
1973 1st quarter	140	137	129	131	145	137	137	134	*118*	*148*
2nd quarter	144	151	133	134	157	151	140	139	*120*	*155*
3rd quarter	149	160	138	137	164	161	146	144	*122*	*162*
4th quarter	154	168	144	140	168	168	148	150	*124*	*174*
1974 1st quarter	162	173	147	144	172	176	158	147	*126*	*178*
2nd quarter	173	185	155	151	188	184	166	159	*129*	*204*
3rd quarter	184	190	164	156	196	194	174	172	*133*	*212*
4th quarter	192	202	169	159	207	202	175	185	*137*	*216*
1975 1st quarter	201	211	173	159	222	225	185	194	*139*	*225*
2nd quarter	207	223	177	161	241	238	189	202	*141*	*221*
3rd quarter	213	226	187	165	255	245	198	215	*144*	*237*
4th quarter	221	235	190	170	265	249		226	*147*	*237*
1976 1st quarter	227	239	195	170				233	*150*	*257*
2nd quarter		249		177					*152*	
% change latest 3 months:										
On previous 3 months	2.7	4.2	2.6	4.1	3.9	1.6	4.8	3.1	*1.3*	*8.4*
On a year earlier	12.9	11.7	12.7	9.9	28.0	23.3	13.8	20.1	*7.8*	*14.2*

† Seasonally adjusted.
[1] Including mining. [2] Earnings. [3] Hourly rates industry: males. [4] Gross hourly earnings per productive worker. [5] Monthly earnings in manufacturing: regular workers. [6] Wages and salaries per employed person in industry, excluding construction, public gas and electricity undertakings. [7] Hourly-rates times average daily hours worked.

Source: All countries 'OECD Main Economic Indicators', except German Federal Republic ('Monatsberichte der Deutschen Bundesbank', Reine 4), Italy ('I.L.O. Yearbook' and 'M.E.I.') and Great Britain ('Department of Employment Gazette' and M.E.I.).

Overseas trade news

UK government files brief in US anti-trust case

The British government filed an *amicus curiae* brief with the United States Court of Appeals in a US anti-trust case on 30 September. The case affects the British Oxygen Co Ltd (BOC). An *amicus curiae* brief enables a third party to take part in a case and submit legal arguments on the issues involved.

In 1973, BOC bought 35 per cent of the stock of the US firm, Airco Inc, which carries on an industrial gases business in the United States. In February 1974, the United States Federal Trade Commission (FTC) alleged that BOC had violated United States anti-trust laws by their acquisition of Airco on the grounds that the acquisition had deprived the United States market of the potential competition of BOC's business. The FTC subsequently found against BOC and held that the Airco acquisition had lessened potential competition because there was a reasonable probability that BOC would have eventually entered the US industrial gases market by internal expansion or its equivalent. In December 1975 the FTC ordered BOC to divest itself of Airco's stock within one year. BOC are now appealing against this decision in the United States Court of Appeals.

The *amicus curiae* brief is filed under the United States rules of appellate procedure with the consent of all parties including the FTC. The rules allow a brief to be submitted on the legal questions involved in the case.

British government action

The Department of Trade explained that the government had taken this unusual step because it believed that the case had important implications for international investment wider than the issues in the case itself. The government considered that if the decision of the FTC at issue in this case was allowed to stand, a significant new barrier to the flow of foreign investment between the UK and the United States would be erected. With the increase of international investment (which both the UK and United States had welcomed and encouraged), the competition policies of one country could affect the economic interests of other countries significantly.

The government was not challenging the jurisdiction of the United States authorities to apply United States anti-trust laws to acquisitions such as the BOC-Airco transaction, nor was it seeking different standards of legality for foreign firms. It hoped, however, that in this case the United States anti-trust laws would be applied in such a way as to give full and proper consideration to the special factors inherent in foreign investment and the need for harmony in international economic relationships.

The government's *amicus curiae* brief was presented in the customary style for such documents and had been prepared by United States lawyers instructed by the British government. The brief drew the attention of the Court of Appeals to the points outlined above. The brief went on to submit that the FTC's decision should not be accepted by the court in a case involving numerous international factors and when all relevant factors, for example the difficulties facing a foreign investor, had not been taken into account.

The government hoped that its *amicus* brief would demonstrate to the United States Court of Appeals that United States anti-trust law should be applied in such a way as to give full and proper consideration to the special factors inherent in foreign investment.

Scots hear of south-east Asian export opportunities

Over 50 senior representatives from leading Scottish exporting companies heard that this was the critical time to strengthen trade with south-east Asia. This was the message of a seminar held in Glasgow on 15 September.

Principal speakers were Dennis Rooney, chairman of the South East Asia Trade Advisory Group (Seatag), James Rasmusson of the Scottish Council (Development and Industry), and John Sibree, a Seatag member and president of the Malaysia-Singapore Commercial Association. They were joined for a discussion session by Douglas Phillips, first secretary (commercial) British high commission, Singapore, Leonard Rayner, president of the Singapore-British Business Association, and Bill Adams of the Scottish Council.

Mr. Rooney described the role of Seatag as an advisory body to the British Overseas Trade Board on how British industry can extract the maximum benefit from the commercial potential of the markets in South East Asia. He told the conference, 'The markets of Indonesia, Malaysia, the Philippines, Singapore and Thailand are ripe for attack. They have abundant natural resources which they need to exploit to provide employment for their rapidly growing populations and they are in process of building up their industries. There are major opportunities in the areas of transport, communication, power and water supply as well as a constant demand for consumer goods as the population becomes increasingly sophisticated.'

On Indonesia, Mr Rooney emphasised its great potential for the British exporter particularly in the capital goods, civil engineering and related sectors.

James Rasmussen dealt with the potential in south-east Asia for Scottish companies involved in servicing offshore oil and gas exploration and production. He predicted an enormous growth in oil and gas production in the area. Rigs, platforms and other equipment estimated to be worth between £1,300 million and £1,700 million will be required.

John Sibree, on Malasyia explained that although it was mainly an agricultural economy, the manufacturing sector had grown substantially so that in 1974 it contributed 17 per cent to the GNP, Mr Sibree added that great emphasis was being placed on developing industry so that there is a great potential for British companies with the resources to invest in the market.

Seminar on trading with Switzerland

Opportunities for trade and methods of doing business with Switzerland is the subject of a seminar to be held by the London Chamber of Commerce and Industry on 28 October. The chairman will be Michael Sieff, member of the BOTB European trade committee with special responsibility for Switzerland and chairman of Marks and Spencer Ltd. Other speakers will include Mr J. E. Reeve, British consul-general, Zurich and commercial counsellor, Mr L. Deeds of Marks and Spencer Ltd and Mr E. Tangemann of Union Bank of Switzerland. There will also be a case study of a British subsidiary in Switzerland, Lansing Bagnall AG.

Details

The seminar will begin at 10.30 am and conclude with a buffet lunch. The cost of participation, including lunch will be £7.56 for members of the West European section of the London chamber and £10.26 for others. Further details can be obtained from Miss Anita Russell, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4, tel. 01-248 4444 ext. 124.

Sitpro to work out standards for documentation by computer

Business and government, both in the UK and abroad, are showing keen interest in the possibility of using computers to cut a way through the traditional maze of paperwork and procedures in international trade.

A basic requirement of such a reform would be the provision of essential national and international standards to enable information at present passed on traditional documentation to be exchanged directly between computer systems. The Simplification of International Trade Procedures Board (Sitpro) has set up a project team to develop a UK view on such standards. The purpose of the project is to develop and recommend standards which can be used as a bridge between the EDP systems of different organisations to facilitate the exchange of information both on a national and international basis.

The team will work from the Sitpro office for 12 months, after which a report will be issued containing recommendations for data element standards, a list of existing and planned international codes for trade data elements and an analysis of data elements carried on all types of international trade documents. Rules for structuring data elements within messages will also be given with examples of messages in the recommended style as well as a list of essential trade transaction messages for inclusion in the recommended standards.

To develop a successful end product the team will need assistance and observations from a very wide range of organisations and companies concerned with the day-to-day practice of international trade, particularly those who use, or intend to use, data processing equipment in any aspect of their trade activity. This will include exporters, importers, freight forwarders, loading brokers, shipping agents, carriers, banks and port authorities. This help will be particularly necessary in the analysis of data elements and in the development of standard messages. So a steering committee will be set up together with a number of consultative groups to work with the team, in addition to consultations with individual companies and organisations. A separate group will be formed to consider the question of communications protocols and message structures.

The consultative group meetings will be held in regions according to the make-up of the groups, and it is anticipated that this should not involve more than half a dozen meetings for each group over the 12-month period of the project. Sitpro ask that anyone who has an interest in this subject and might be able to serve on a consultative group and/or the steering committee or who would be willing to be interviewed by members of the team contact them at 11-12 Waterloo Place, London SW1Y 4AU (tel. 01-839 3393; telex 919130).

BOTB supports 167 events, October-December

The British Overseas Trade Board is supporting British firms at 89 overseas trade fairs in 28 countries in the three months to December. In addition, assistance will be given to 68 outward missions to 38 countries. In the same period the board will support one British shopping week and nine retail store promotions.

Among forthcoming overseas events in the official programme of trade promotions are:

Britnauchpribor '76
A total of 39 companies are taking part in this major all-British export promotion now on in Moscow from 6 to 13 October. The sponsors are the Scientific Instrument Manufacturers Association, the Business Equipment Trade Association and the British Health Care Export Council.

International trade fair
Forty-five firms will participate in a British pavilion display at the trade fair to be held in Tehran from 19 October to 1 November.

UK-Nigerian medical seminar and exhibition
BOTB, in conjunction with the British Health Care Export Council, will be supporting 37 British firms at this promotion in Lagos from 13 to 17 December. It is the first of its kind held in Nigeria.

Automotive parts and accessories show
The Society of Motor Manufacturers and Traders the sponsor for 19 British firms at this show to be held in Las Vegas from 19 to 27 October.

Commercial Fishing Exposition
Boston is the venue for 14 British firms sponsored by the Westminster Chamber of Commerce from 27 to 30 October.

Improved prospects for American investment

The prospects of further American investment in Scotland and throughout the UK are better now than they have been for more than 18 months, Gordon Booth, director of the British Trade Development Office in New York said at the conclusion of his three-day tour of Scotland.

'Britain is now at the tapes for more American investment', he said, 'where in the past few years it has not even been in the race.'

Mr Booth said that the two main reasons behind the change of attitude which now meant that Britain was regarded as an attractive investment were that the American economy was experiencing a revival and that Britain had managed to make some headway in alleviating her two major problems of inflation and industrial relations.

South-west regional Export Year advisory group formed

An advisory group set up to help promote Export Year in the south-west includes regional representatives of the Trades Union Congress and the Confederation of British Industry together with the Bristol Chamber of Commerce and Industry.

Welcoming the formation of the group John Shore, chief executive of the Bristol chamber, said: 'I am glad our regional TUC and CBI friends are linking with us in this very important promotion. Exporting is vital to the nation's economy and to the maintenance and improvement of employment opportunities. We hope that the joint efforts of the group will help foster in the south west a greater awareness among all employees of exporting companies of the contribution they each make to the success of their firm's overseas trading.

'We want to encourage more companies in our region to take part in Export Year and to organise events which will focus attention within their organisation on what is being done in the export arena'.

Other group members
In addition to Mr Shore other members of the Group include Mr Ernest Brown, a member of the South West Regional Advisory Council, TUC, and Mr Christopher Curtis, South West Regional Secretary of the CBI. Regional Representatives of the British Overseas Trade Board and the Central Office of Information are also members.

ECGD general purpose lines of credit

The following amendment should be made to the list published in *Trade and Industry*, 1 October, page 31.

Departmental reference	Tel ext. at ECGD HQ	Recipient country	Borrower	UK Bank	Purpose	Loan value £m	Minimum single contract value £000's	Final date for entering into contracts
LC 527	7572	GDR	Deutsche Aussenhandels Bank	Williams and Glyn's	Capital Goods and Associated Services	2	10	31 October 1977

Applications invited for smaller manufacturers export award

Application forms for the 1976-77 export award for smaller manufacturers are now available. This award is jointly sponsored by the British Overseas Trade Board, the Association of the British Chambers of Commerce, British Airways and is supported by the Small Firms Division of the Department of Industry, the Confederation of British Industry and the Association of Independent Businesses.

The primary object of the award is to direct attention towards the export achievements of smaller firms in the UK. A feature of the scheme is that the part played in the workforce in the success of the five winning firms is recognised and the main prize takes the form of a luxury British Airways holiday for a nominated employee and his or her spouse. Last year's winners went on a week-long safari in Kenya followed by a further week in the Seychelles. The chairman or the chief executive of each winning firm will be presented with a trophy and certificate at a ceremony to be held at the Savoy Hotel, London on 10 March 1977. Certificates of merit will be presented to the five runners-up.

All independent British manufacturing companies or groups of companies with not more than 200 people on their individual or collective payrolls who have not previously won this award (runners-up in earlier competitions are eligible) and whose exports of their own products exceeded £50,000 in the year to 31 March 1975 and £100,000 in the year ended 31 March 1976 are warmly invited to enter the competition. The closing date for entries is 1 December 1976.

Application forms may be obtained from:

Association of British Chamber of Commerce, 6-14 Dean Farrar Street, London SW1 0DX (tel. 01-222 0201) and member Regional Chambers of Commerce;

Confederation of British Industry, 21 Tothill Street, London SW1H 9LP (tel. 01-930 6711);

Association of Independent Businesses, Europe House, World Trade Centre, London E1 9AA (tel. 01-481 8669);

General Export Services Branch, British Overseas Trade Board, 50 Ludgate Hill, London EC4M 7HU (tel. 01-248 5757) for firms in the London and South East Region and Eastern Region. Firms in other parts of the country should contact the Export Section of their local Department of Industry regional office;

Small Firms Information Centres of the Department of Industry.

Fibretips for Japan

The first part of a major export order for Platignum colour markers is now reaching Japan. The contract calls for the supply of over 2 million Penline markers and 50,000 Premier ballpoints. A Japanese girl is seen here trying out a selection of the first markers to arrive.

Tayside chamber to visit Tehran

Tehran will be the base for the Dundee and Tayside Chamber of Commerce and Industry's forthcoming outward mission to Iran scheduled for 19 to 24 February, 1977.

The chamber has already carried out missions to this area in recent years. This mission will be sponsored by the British Overseas Trade Board.

Members taking part in the mission can have their own itinerary which may include visits to other parts of the Middle East, etc. The cost of the mission will depend on the itinerary arranged by the basic cost of five days spent in Iran would be £590, which includes the economy air travel and hotel charges. A package deal for 10 nights would cost £483.

Further details can be obtained from Miss Linda Dodds, Assistant Secretary, Export Promotion, Dundee and Tayside Chamber of Commerce and Industry, Chamber of Commerce Buildings, Panmure Street, Dundee, tel. 22122, telex 76243.

Mission to south-east Asia

Fifteen British companies are taking part in a trade mission to Indonesia and Singapore – the first-ever to visit those countries from the North of England.

The mission, which has been organised by the North of England Development Council, will visit Djakarta and Singapore from 9 to 28 October.

Regional seminars on Anglo-Israel trade

Commercial counsellor at the British Embassy in Tel Aviv Mr E. V. Vines, is addressing two seminars on Anglo-Israel trade this month. The first takes glace in Manchester today, (8 October) at 11.30 am, arranged by the Manchester Chamber of Commerce. The second will be organised by the Bristol Chamber of Commerce at 2.30 pm on Thursday, 14 October, on the chamber's premises.

Among topics discussed will be the opportunity for British manufacturers to show their products in the British pavilion at the international trade fair 'Technology '77' in Tel Aviv from 1 to 8 June 1977.

The two chambers of commerce are inviting their members to these seminars but further information is also available from the British Overseas Trade Group for Israel, Michael House, 57 Baker Street, London W1A 1DN (tel. 01-935 4422 ext. 7477).

Mission to study Mexican market

Mexico is the destination of a BOTB-supported outward mission from 4 to 18 March 1977 sponsored by the London Chamber of Commerce and Industry. This mission is limited to 20 companies.

The timing of this mission will provide an early opportunity for participants to meet members of the new administration which the President-designate of Mexico, Jose Lopez Portillo, will form after he assumes office on 1 December this year.

The best prospects for British exports to Mexico will come from the capital goods sector, particularly from suppliers of steel plant and equipment, machine tools, printing machinery and heavy engineering. Last year the value of visible exports from the UK to Mexico rose to £111.7 million from £60 million in 1974. For the first seven months of this year the total is £79.8 million.

Further information can be obtained from Miss B. Hallamore, London Chamber of Commerce and Industry, 69 Cannon Street, London EC4N 5AB, tel. 01-248 4444, ext. 34.

Mission to Australia

The South East Hampshire chamber of commerce is arranging a trade mission, sponsored by BOTB, to Australia in April/May 1977. Main centres to be visited are Perth, Adelaide, Melbourne and Sydney but individual arrangements can be made as required. Further details from R. J. C. Holding, South East Hampshire Chamber of Commerce and Industry, 27 Guildhall Walk, Portsmouth, tel. Portsmouth 25351.

Quota for exports under licence of non-alloy ferrous scrap to countries outside the European community

The Department of Industry announce that the quota for exports under licence of non-alloy ferrous scrap to countries outside the European community in the fourth quarter beginning 1 October 1976 will be 75,000 tonnes. Details of the arrangements for the issue of licences have already been announced.

Trade inquiries should be addressed to the Department of Trade, Export Licensing Branch, Sanctuary Buildings, Great Smith Street, London SW1P 3DB.

Notes

1 Taking into account the current slackness in the UK market for scrap, the amount of quota has been increased from the level of 60,000 tonnes applying in the second and third quarters. (The quota for the first quarter was 80,000 tonnes.)

2 Details of the arrangements for licensing exports were announced in *Trade and Industry* of 24 September, page 778.

Disclosure of information about imports

Consideration is being given under section 3 of the Finance Act 1967 to the disclosure of information relating to the import of the following goods:

1976 SITC(R)		Code no
719.8	Plastics processing machinery (excluding machine tools):	
	Vacuum and pressure forming machines	8459 5155
	Blow moulding machines	8459 5290
	Extrusion machines	8459 5422
	Other (including parts but excluding moulds)	8459 5778
	Rubber-working machinery – extrusion machines	8459 5956
	Other (including parts but excluding moulds)	8459 6086

The government is consulting the Association of British Chambers of Commerce, 6-14 Dean Farrar Street, London SW1H 0DX on this proposal and the Association will take into account any views received from importers by 29 October 1976.

Letters to the Editor

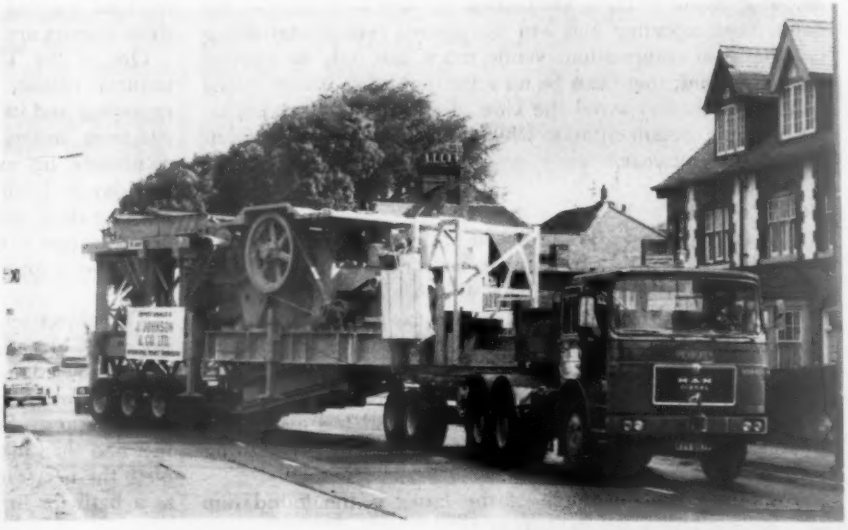
Letters to the Editor should be addressed to the Editor, *Trade and Industry*, Room 437, 1 Victoria Street, London SW1H 0ET, and *not* to HMSO.

Over 70 British firms join Finnish Trade Guild

Martin Berthoud (standing), Commercial Counsellor at the British Embassy in Helsinki, was guest speaker at the latest in the regular, bi-monthly series of Finnish Trade Guild in London luncheons on 15 September. Over 70 British firms have now joined the guild, which covers two-way trade between the UK and Finland. Further details about the guild's activities may be obtained from the Finnish Trade Guild in London, c/o Finnish Paper and Board Services Ltd, Finland House Annexe, 53/54 Haymarket, London SW1Y 4RY.

Mobile crusher shipped to Dubai

The biggest mobile crusher ever shipped abroad by Frederick Parker Ltd, the Leicester quarry plant manufacturers has been shipped to Dubai. The plant, which the company claim might be the biggest in Europe, is 70 ft long and weighs over 80 tons and can crush huge lumps of rock weighing several hundredweight into small pieces at a rate of about 400 tons an hour. It has been bought by a local contractor, Said Abdullah Thani, to help boost the output of aggregates for road building contracts in the area.



There's no substitute for training

An article by A. E. Phillips on export training courses in Britain

As readers of *Trade and Industry* will be well aware, Britain lives by exporting more than it imports and although the trade gap is still on the wrong side and widened in June and July, many more organisations are getting the 'export-or-die' message, and many more must get it quickly if the Chancellor of the Exchequer's target of an 8.5 per cent improvement in the UK's overseas trading is to be met in the current financial year.

The problem to be solved is that not enough companies are regular exporters. At present there are approximately 10,000 regular exporting companies of whom the top 10 per cent probably handle 80 per cent of the business – the aircraft, automotive, chemical and ship-building organisations prominent among them. In addition, there are perhaps another 40,000 companies who export something, somewhere during the year, but mostly on an irregular basis. This includes the retail organisations who cater for overseas customers with the 'over-the-counter' or mail order exports. Then there are the exporters of invisibles – finance, banking, insurance and so on – so there are probably 60,000 'exporters' in Britain.

Considering that, on 1 January 1975 there were 657,859 private and public companies registered in England, Wales and Scotland, and that number has been growing steadily since then, this means that less than 10 per cent of all registered companies are exporters.

Allowing that, say, half of the companies registered are moribund, or do not have a 'suitable' product there are still a possible 250,000 companies who are potential exporters. If only each one could be taught to export only £2,000 worth of products or services, each month, the July 1976 trade gap (the second biggest ever recorded) of £524 million would be covered, and for better months the figures would show the required 8.5 per cent or better increase.

This cannot be done in five minutes, or even five days, certainly not from scratch anyway. Exporting is only learned over a period of years by doing, but the process can be shortened by intensive training by experts.

Professionalism by everyone employed in overseas trading, whatever their level, is essential if we are to maximise the gains from exporting and win out against ever-strengthening international competition. While much can only be learned on the ground, there can be no substitute for thorough initial training if only to avoid the kind of elementary mistakes in, for example, documentation which cost the country thousands of pounds each year.

BOTB's role

The British Overseas Trade Board has always recognised the necessity for British exporters to be properly trained and motivated. To this end it works with other organisations both directly and indirectly involved in overseas trade education to improve the focus and direction of the total effort towards meeting industry's needs. Among other things, BOTB has helped to finance research projects designed to increase and disseminate available teaching material, and has assisted in establishing new course activities to fill gaps in the existing system.

An outstanding example of the latter is the foundation course in overseas trade. Sponsored jointly by the Institutes of Export, Marketing, and Freight Forwarders, the Society of Shipping Executives and the BOTB itself, this one-year part-time course has been developed to give people aged over 18 year's with management potential a grounding in the essential subjects of international trade and payments, cargo insurance, transportation and documentation and elements of export law, not only to help them in their work but also to qualify them to move on to further studies leading to a professional qualification.

The foundation course was taught for the first time in 1975-76 by 33 colleges spread throughout the country and attracted considerable interest. Some 400 students sat the terminal examinations and over 300 passed, 60 with distinction. That a new course, launched in a time of unprecedented cutbacks in education resources, should produce such encouraging results fully justifies the sponsors' faith in its ability to help industry and commerce to achieve better results, and argues well for the course's own future. Thirty-eight colleges and polytechnics are now enrolling for the second year. Further details about the course are available from Miss Witt, British Overseas Trade Board, Room 201, 1 Victoria Street, London SW1H 0ET, tel. 01-215 5393.

Export training by TSA

The Training Services Agency (TSA) arm of the Manpower Services Commission is holding a series of urgent discussions with Industry Training Boards to provide a co-ordinated policy approach to export training, but already one of its services at Ebury Bridge House in London has notched up an impressive record of successful export training over the past six and a half years.

From small beginnings in January 1970, the TSA export and import courses have trained over 7,000 people of all ages and grades, ranging from junior clerks to managing directors from over 5,000 companies throughout Britain. And these courses are not only held in London; there are now 15 regional training officers who give courses in their area, and some courses are also held in-company.

One of the TSA courses, the five-day export office procedures course, provides an all-round understanding of exporting and its documentation. The restriction to one week has been imposed by the Industry Training Board's joint committee on export training. Courses run from Monday mid-day to Friday after lunch, so that it is in fact four full working days, and is restricted to a maximum of 12 people per instructor to enable maximum tuition where a person may be having a specific problem or be unfamiliar with the paperwork.

The objectives of the export office procedure course is to impart to clerks and others who deal with documentation, a basic knowledge of such subjects as shipping contracts, communications in exporting, bills of exchange and EEC community transit. Students first learn the background to exporting, and then take part in practical exercises when they complete the necessary documentation. Printed material is issued as a basis for further study and for subsequent reference for

export office problems. The course is designed to teach what is involved in exporting, not how to export.

A course for both managers and clerical staff is the three and a half day aligned documentation seminar. This was devised at the instigation of the Simplification of International Trade Procedures Board (Sitpro) which, as readers will know, is the catalyst for bringing together all the parties who use export or import documentation worldwide with a view to standardising it and making it easier to understand.

The objectives of this course are to allow managers who have to initiate any changes from existing to new paperwork and procedures, to understand how to simplify and standardise their documentation, and how to apply a logical approach to the production and processing of an order.

One of the main features of the course is group participation and therefore managers should go to the course armed with a full understanding of existing company paperwork and procedures, as well as sample sets of internal documents.

The manager should also be familiar with the company's reproduction systems for forms, a knowledge of the costs for the production of such documentation, and the time and money spent in processing existing orders.

The value to exporters or would-be exporters is that the details of documentation are always up-to-date. TSA export instructors Charles Wickman and Len Street keep close liaison with both HM Customs and Excise and with the British Overseas Trade Board, the Institute of Export and the Institute of Freight Forwarders. The documents are not only 'vetted' by customs but an 'early warning system' keeps the course tutors advised of possible or pending changes occasioned by world-wide or political situations.

In addition to basic export courses, TSA also runs more advanced courses such as one on international trade procedures which has been developed in conjunction with HM Customs and Excise and the Institute of Freight Forwarders as an induction course for the institute. This course is intended for new entrants to the industry and covers such subjects as the freight forwarder and his duties, customs import control, the customs tariff, entry forms including form C10, value added tax, EEC documents, movement certificates, insurance, letters of credit and the many other items covering both import and export documentation.

After two years' practical experience, entrants to this course will then be eligible to participate in the advanced customs entry clerk course. This is a two-week course which deals in depth with import procedures and particularly with the 15 parts of the customs tariff and controls, preferences, EEC documentation, CAP policy and levies, import licences, marine insurance, methods of transport, VAT, warehousing, containers, air freight and the LACES scheme, etc. At the end of this course there is a three-hour examination paper which is set and marked by an independent assessor, and successful entrants are issued with a certificate of competence by the Institute of Freight Forwarders.

At the request of the World Trade Institute, special five-day courses on import or export office procedures are being arranged at the World Trade Centre, St Katherine-by-the-Tower, London, and are being conducted by Mr Wickham and Mr Street. The import courses are scheduled for 29 November to 3 December this year, and are due to be repeated on 3 to 7 October 1977, while the export course is due to take place from 28 March to 1 April 1977.

Small companies who want one-day specials, or larger organisations who want in-company courses which might be amalgamations or parts of the above specialist courses should detail their requirements as fully as possible to: the Senior Training Officer, Training Services Agency (TS4), Ebury Bridge House, Ebury Bridge Road, London SW1W 8PY, or any regional office of the Training Services Agency. Proposed London-area and regional courses are listed on page 94.

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ENCIRCLE TI 221 ON PAGE 126 FOR FURTHER INFORMATION

Other courses

Many other teaching facilities covering a wide variety of subjects relating to exporting are offered by universities, university and private business schools, polytechnics and colleges of technology and further education. These range from short, part-time courses for clerical staff on export or shipping office procedures, to full-time three or four-year programmes of study leading to a first degree in business studies with an international bias aimed at the intending manager. There is also nowadays an increasing move by universities and polytechnics towards training engineers, scientists and technologists for work overseas, combining the main subject studied with elements of language or export marketing.

Most of the larger chambers of commerce are keenly interested in helping their members to export more efficiently, and run courses and seminars for staff at all levels on overseas trade. A prime example is the London Chamber of Commerce and Industry. The motto of their training department is 'be more cost effective through improved efficiency from specialist training'. The department aims to provide chamber members with meaningful training in selected areas of importance, and provides course programmes in modular form on both exporting and importing. The chamber's training season runs from October to July, usually in London although any module can be presented in any location as 'in-house' training – which can often be considerably cheaper for a firm than sending its staff to London. The chamber has now increased the volume of its course facilities to coincide with Export Year.

In addition to these activities, the London chamber also runs occasional overseas trade seminars for businessmen, and short, intensive courses aimed at equipping people with a knowledge both of the language and background of the country where they hope to trade.

Some commercial concerns – management consultants, for example – also set up seminars and short study group sessions on particular aspects of exporting, although these are aimed at the top end of the market and tend to be very expensive.

Constantly-changing scene

With the wealth of teaching facilities available, there is no good reason why anyone involved in the key area of exporting should remain untrained. Even someone with long experience can benefit from a refresher course which will help him to up-date himself with the constantly-changing overseas trade scene. Nor need such training be costly; many useful courses can be taken part-time at the very low fee charged by local education authorities.

All those involved with export education are constantly alert to ensure that what is offered will cater for what industry wants. If you have a training requirement which cannot be met by existing facilities in your area, why not dicsuss it with your local chamber of commerce or college of further education? They will be only too willing to help.

Proposed TSA export courses 1976-77

London

1976

22 and 24 November	Customs entry clerk course I
6 and 8 December	Customs entry clerk course II
13 and 15 December	Customs entry clerk course III

1977

10 and 12 January	Customs entry clerk course IV
24 January	Freight forwarders induction
24 February	Freight forwarders induction
28 March	Export office procedures (World Trade Centre)
18 and 20 April	Customs entry clerk course I
25 and 27 April	Customs entry clerk course II
2 and 4 May	Customs entry clerk course III
9 and 11 May	Customs entry clerk course IV

Regions

11 October	Export office	Portsmouth, Dundee, Huddersfield, Birmingham
11 October	Freight forward	Manchester
18 October	Export office	Worthing, Cardiff, Glasgow, Nottingham, Hanley
18 October	Customs entry	Liverpool
25 October	Export office	Aberdeen, Sheffield, Wolverhampton
25 October	Customs entry	Manchester
1 November	Export office	Newcastle, Redditch
2 November	Aligned documentation	Birmingham
8 November	Export office	Glasgow, Walsall
8 November	Customs entry	Liverpool
15 November	Export office	Clare, Glasgow, Birmingham, Sheffield, Nottingham
15 November	Customs entry	Manchester
22 November	Export office	Manchester, Edinburgh, Coventry
29 November	Export office	Bedford, Plymouth
29 November	Freight forward	Manchester
6 December	Export office	Southampton, Gloucester, Dundee, Bradford, Sheffield, Stoke
13 December	Export office	Oxford, Glasgow, Newcastle, Birmingham
13 December	Aligned documentation	Manchester
20 December	Export office	Glasgow

Time Rates of Wages and Hours of Work

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at April 1, 1976, but any later changes known to have come into operation are shown.

£4.40 (*by post* £4.69).

Government publications can be bought from the Government Bookshops in London (post orders to PO Box 569, SE1 9NH). Edinburgh, Cardiff, Belfast, Manchester, Birmingham and Bristol, or through booksellers

HMSO BOOKS

Overseas trade country data

Australia

Withdrawal of British preference on imports of ceramic sanitaryware. Following the cancellation of the developing countries' preference rate of duty on imports of ceramic sanitaryware from the Philippines on 1 July, the Australian government has made an announcement as follows:

'Arising out of the earlier decision to withdraw the tariff preference enjoyed by the Philippines on ceramic sanitaryware under the system of tariff preferences for developing countries, the British preferential tariff rate of customs duty on ceramic sanitaryware is being raised to the level of the general rate.

The competitive position of the Philippines relative to Britain was seriously affected by the withdrawal of the developing country preference and the action now being taken is in accordance with the Government's policy, under the system of tariff preferences, of helping developing countries overcome any competitive disadvantage with imports from developed countries in the Australian market. It has been decided, therefore, that in the present case, it would not be appropriate for imports from the Philippines to continue to attract a rate of duty considerably higher than that applicable to imports from a country such as Britain.

'The preferential rate of duty on goods falling within tariff item 69.10 will be increased from 9 per cent to 32 per cent *ad valorem*. However goods in transit to Australia, or in bond in Australia, will be permitted entry at the existing rate of duty provided they are entered for home consumption on or before 30 November 1976.'

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Telecommunications equipment. The Australian government has accepted, subject to international commitments, the recommendations of the Industries Assistance Commission made in its report on telecommunications equipment of 9 April 1976. As a result of the government's decision, telephone and telegraph equipment and radio and television broadcasting and transmitting equipment will now be dutiable at 30 per cent *ad valorem*.

The tariff headings in question are:

85-13; 85-15.2; 85-15.9; 85-19.3.

Inquiries: OTAR 01-248 5757, ext. 468/469/401.

Temporary protection: malleable cast iron pipe fittings. The Department of Industry and Commerce in Australia has received a request for temporary protection against imports of malleable cast iron pipe fittings falling within item 73.20.200 of the customs tariff.

Interested parties, either in support of or in opposition to the request, may submit their views to the department for consideration. Requests for temporary protection are initially received and considered by the department. At a subsequent stage they may be referred to the Temporary Assistance Authoritiy for inquiry and report within 30 days of the date of the reference.

Any temporary protection which may be accorded the goods by the government after receipt of the report by the Temporary Assistance Authority would be in the nature of a holding action pending government consideration of the question of long term protection for the local industry following inquiry and report by the Industries Assistance Commission.

Exporters should note that it has been made clear that should the need for urgent action emerge from these inquiries, goods ordered but not cleared for home consumption at the date of the announcement will be subject to the terms of the action. Australian importers have been urged therefore to exercise caution in placing orders overseas and in entering into financial committments on such orders as special consideration may not be given to outstanding commitments should action be taken by the government.

Evidence must be formally submitted at the public hearing, either by the nominated representative of the firm or trade association concerned or through the Australian-British Trade Association, 21 Tothill Street, London SW1 (01-799 7447) who will represent UK interests if authorised. The Association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member. UK firms or trade associations intending to submit evidence should advise the Secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, Australia no later than 11 October 1976.

Inquiries: CRE 01-215 5319. Ref CRE 1728/76.

Further information

In many cases further information on the notices published on these pages is available to British exporters from the Department of Trade. The main branches concerned are: Commercial Relations and Export (CRE) Division, 1 Victoria Street, London SW1H 0ET (tel: direct dialling); and Overseas Tariffs and Regulations Section (OTAR), Export Data Branch, Export Services and Promotions Division, Export House, 50 Ludgate Hill, London EC4M 7HU (tel: 01-248 5757). In each case, the relevant information source is indicated at the end of the notice by its initials (OTAR or CRE) and, in the case of OTAR, the telephone extension.

Industries Assistance Commission References

Brooms and brushes. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of brooms and brushes of a kind falling within items 96.01, 96.02.1, 96.02.2, 96.02.3, 96.02.4, 96.02.6 (excluding brushes being parts of vacuum cleaners falling within item 84.59.4), 96.02.9, 96.03, and 96.04, of the customs tariff. Ref. CRE 1739/76.

Furniture. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of furniture of a kind falling within items 94.01, 94.02, 94.03, and 98.06 of the customs tariff. Ref. CRE 1736/76.

Inks. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of inks of a kind falling within item 32.13 of the customs tariff. Ref. CRE 1737/76.

Jewellery and silverware. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of pearls, precious and semi-precious stones, goods of precious metal, jewellery, imitation jewellery and other goods of a kind falling within items 71.01, 71.02, 71.03, 71.04, 71.06, 71.09, 71.10, 71.11, 71.12, 71.13, 71.14, 71.15 and 71.16 of the customs tariff. Ref. CRE 1730/76.

Paper products. A reference has been sent to the Industries Assistance Commission asking for a report on whether assistance should be given to the production of paper products of a kind falling within items 48.10, 48.11. 48.13, 48,14, 48.15, 48.17, 48.18, 48.19, 48.20, 48.21.1, 48.21.2, 48.21.3, and 48.21.9, of the customs tariff. Ref. CRE 1729/76.

Sporting equipment. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of cricket pads, shinguards, golf buggies, sports requisites and other goods of a kind falling within items 64.06, 87.14.12, 87.14.22, 97.04, 97.06 and 97.07 of the customs tariff. Ref. CRE 1738/76.

Wood and articles of wood. A reference has been sent to the Industries Assistance Commission asking for a report on the question whether assistance should be given to the production of wood and articles of wood of a kind falling within items 44.03, 44.04, 44.05, 44.06, 44.07, 44.08, 44.09, 44.10, 44.11, 44.13, 44.16, 44.17, 44.18,

44.19, 44.20, 44.21, 44.22, 44.23, 44.24, 44.25, 44.26, 44.27, 44.28, 48.09 and 68.09, of the customs tariff. Ref. CRE 1738/76.

These references are part of a general review of the Australian tariff, begun early in 1971 to examine the protection afforded to local manufacturing industries.

UK firms or trade associations intending to submit evidence at the public hearings should advise the secretary, Industries Assistance Commission, PO Box 80, Canberra ACT 2600, Australia, without delay. Evidence may be submitted either by the accredited agent of the firm or trade association concerned or through the Australian British Trade Association, 21 Tothill Street, London SW1, tel. 01-799 7447. The association charges a fee for its services, the amount varying according to the work entailed in the preparation of a submission and whether or not the interested party is a member.

Inquiries: CRE 01-215 5319.

Motor vehicle policy and reversion control (local content). The Australian government has anounced the reconstitution of the reversion committee which advises the Minister for Industry and Commerce regarding applications by motor vehicle manufacturers seeking approval to purchase overseas automative components which had previously been sourced in Australia. The government's motor vehicle plan requires car manufacturers to seek the approval of the minister before taking such action.

Vehicle manufacturers with excess local content arising from the operation of reversion control procedure will be eligible for a concession on imported replacement parts for passenger motor vehicles. The Australian government fully recognises that the continuation of reversion control restricts the ability of manufacturers to decrease local content to take advantage of the most economic sourcing, but in the event of approval being given, the concession would involve duty-free entry (under customs by-law) of replacement parts during 1976, 1977 and 1978. However, the concession is subject to annual review and will cease if reversion controls are removed or if the relevant criteria are not met.

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Footwear: draft report released. The Industries Assistance Commission has released a draft of its report on footwear in order that interested parties may have an opportunity to examine and comment on it within the Commission's public inquiry system before the report is finally settled.

The Commission will hold a further public hearing at 10am on Monday, 11 October 1976 at the Public Inquiry Room, Industries Assistance Commission, Kings Avenue, Canberra, Australia.

A copy of the report may be obtained on loan from Room 336, Department of Trade, 1 Victoria Street, London SW1H 0ET.

Inquiries: CRE 01-215 5319. Ref. CRE 498/75.

Dairy industry marketing arrangements: release of Industries Assistance Commission report. The Australian government has released the report of the Industries Assistance Commission on dairy industry marketing arrangements.

The report has not been subject to the normal draft report procedure, in accordance with the Government's handling of similar reports earlier this year, but has been released immediately rather than after consideration by cabinet. This is in order to enable the industry to examine the Commission's proposals and submit their comments to the government. Such comments should be sent to the Secretary, Department of Primary Industry, Canberra, as soon as possible but, in any case, no later than 15 October 1976.

At present, typed copies of the report are available only to witnesses at the Commission's Inquiry, State Governments, industry organisations and the press.

Inquiries: CRE 01-215 5319. Ref. CRE 834/74

Belgium

Excise duties on cigarettes. The *Moniteur Belge* 180, 15 September 1976, published a decree dated 10 September 1976 amending the excise duties on cigarettes. The special duty levied in addition to the *ad valorem* and specific excise duties on cigarettes manufactured in or imported into Belgium has been increased to 3.95 per cent of the retail price plus 0.011 franc per cigarette. The cumulative total of the *ad valorem*, specific and special excise duties not being less than 0.64 franc per cigarette. The decree entered into force on 15 September 1976. Copies of the decree (in French) are available.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Chile

Prior deposits. Chilean Central Bank circular 2559 of 6 September 1976 has changed the rules regarding the application of the 10,000 per cent prior deposit (on cif value) payable by the importer in certain very limited instances when applying for import permits (prior registration).

Only two groups of goods – both limited to certain classes of motor vehicles – are now subject to the prior deposit, namely:

1 Imports which fail to fulfil certain specified conditions.

The items concerned and the conditions required for the non-application of the deposit are as follows:

Tariff no	Description	Condition for non-payment of prior deposit
87.01	Road tractors for semi-trailer (articulated goods vehicles)	Must be new, and import approved by the Chilean Ministry of Transport
87.02	Passenger buses 'taxi-buses' and lorries with body or cabin	Must be new, and import approved by the Chilean Ministry of Transport
87.02	Others	New only
87.04	Chassis (with engine) for vehicles classified under sub-headings 87.01 to 87.03	Must be new, and import approved by the Chilean Ministry of Transport
87.05	Bodies, including cabins, for vehicles classified under sub-headings 87.01 to 87.03	New only

2 Imports which are obligatorially subject to the prior deposit, without waiver.

The goods listed in group 1 when secondhand, used or defective. On these goods the prior deposit will be levied on the cif cost of a new, non-defective, similar item.

Inquiries: OTAR 01-248 5757 ext. 474 /476.

Prohibitions and import licensing. Decree law 1540, published in the *Diario Oficial* of 9 September 1976, has abolished the permitted imports list and has replaced it with a prohibited imports list, declaring that the importation of all commodities not in this list is automatically permitted.

The prohibited imports list was subsequently published on 11 September as decree 480 and includes only the following items (though amendments may be introduced from time to time):

Tariff no	Description
16.04.07.00	Caviar
43.04.00.00	Made-up articles of synthetic furs
71.01.00.00	Fine pearls, unworked
71.02.00.00	Precious and semi-precious stones, unworked
71.03.00.00	Synthetic or reconstituted stones, unworked
85.15.04.00 (01)	TV colour receiving sets

The Chilean Central Bank still require the prior registration (import-permit system) of imports but approval will be constrained only in the case of the few prohibited commodities listed above.

Inquiries: OTAR 01-248 5757. ext. 474/476.

Dominica

Foreign exchange. The Central Bank of the Dominican republic has published a notice adding a number of goods to the list of commodities for which no foreign exchange will be allocated.

There have also been additions to the list of commodities covered by the existing import quota system.

A copy of the Central Banks notice (in Spanish) and a free translation are available on request from OTAR 01-248 5757 ext. 474/476.

Additions to letter of credit and quota requirements. The following have been added to the list of items whose import is subject

Continued after Supplement

British Overseas Trade Board

British commercial representation overseas

The British embassy, The Hague, Netherlands

2 Introduction

2 Offices providing services for UK exporters

3-7 British commercial representation overseas

7 British trade correspondents

8 Towns and countries in which commercial representation is available

British commercial representation overseas

Business men going abroad

The commercial departments of the British embassies, high commission offices and consulates listed herein can be of considerable help to the British business man travelling abroad on export business. They can assist him with introductions, advice on local conditions and help generally in achieving the purpose of his visit. But they are better able to help if told in advance about the visit, its purpose and the nature of any assistance likely to be required of them. Such advance notification to commercial departments is best sent through the Export Services and Promotions Division of the Department of Trade or the Export Section of the regional office of the Department of Industry; intending business travellers are advised to contact one or other of these offices (addresses and telephone numbers appear below) at an early stage in arranging visits abroad. These offices will not only notify the visits to the commercial departments concerned but can also provide travellers with information about overseas markets before departure.

On arrival overseas the business traveller is advised to telephone the commercial department to fix an appointment with the appropriate commercial officer.

'Hints to Business Men' booklets are available for most of the countries listed. British business men who intend visiting any of the countries on export business may obtain copies free of charge from the nearest regional office Export Section or from Export Services and Promotions Division (01-248 5757, ext. 7146 telex 886143).

Poste restante and telex facilities: business men visiting overseas markets may, if they wish, have their mail addressed care of the commercial department of the British embassy/high commission/consulate in the country they are visiting. This facility is available during normal business hours only and business men intending to use it are requested to give adequate notice to the overseas commercial department beforehand, or alternatively advise the Export Services and Promotions Division of the Department of Trade in London, or their nearest regional office export section of the Department of Industry. Where public telex facilities are not freely available, commercial departments will, if possible, allow visiting business men who wish urgently to get in touch with their firms to use the post's telex facilities on a repayment basis.

Services to exporters

The following offices provide services for UK exporters

Headquarters

Export Services and Promotions Division
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757. Telex 886143 DTI EXPORT LDN

Regional

Export Office for Scotland
Scottish Economic Planning Department
Alhambra House, 45 Waterloo Street, Glasgow G2 6AT
Tel. 041-248 2855. Telex 77583 SEPD GLASGOW

Inverness District Office
Caledonia House, 63/67 Academy Street, Inverness, IV1 1LU
Tel. 0463 30867

Welsh Office Industry Department
Government Buildings, Gabalfa, Cardiff CF4 4YL
Tel. 0222 62131. Telex 49267 INDUSTRY CARDIFF

Yorkshire and Humberside Regional Office
Priestley House, 1 Park Row, Leeds LS1 5LF
Tel. 0532 443171. Telex 557925 DTI LEEDS

Northern Regional Office
Wellbar House, Gallowgate, Newcastle upon Tyne NE1 4TR
Tel. 0632 27575. Telex 53178 DTI NTYNE

Cumbria District Office
Town Hall, Cockermouth, Cumbria CA13 9NP
Tel. 090-082 3498.
Telex 64173 DTI COCKERMOUTH

North-Western Regional Office
Sunley Building, Piccadilly Plaza, Manchester M1 4BA
Tel. 061-236 2171. Telex 667104 DTI MCHR

West-Midlands Regional Office
Ladywood House, Stephenson Street, Birmingham B2 4DT
Tel. 021-632 4111. Telex 337021 DTI BHAM

East-Midlands Regional Office
Severns House, 20 Middle-Pavement, Nottingham NG1 7DW
Tel. 0602 56181. Telex 37143 DTI NOTTM

South-Western Regional Office
The Pithay, Bristol BS1 2PB
Tel. 0272 291071. Telex 44214 DTI BRISTOL

Northern Ireland Department of Commerce
Chichester House, 64 Chichester Street, Belfast BT1 4JX
Tel. 0232 34488. Telex 747025 GOVCOMM BELFAST

This list is prepared by the Export Services and Promotions Division of the British Overseas Trade Board and is published half-yearly in *Trade and Industry*. Inquiries relating to the list should be made to Export Services and Promotions Division at Export House, 50 Ludgate Hill, London EC4M 7HU (Tel: 01-248 5757, ext. 7113).

British commercial representation overseas

AFGHANISTAN
British Embassy, Karte Parwan, **Kabul.** (Tel. 30511/3.)

ALGERIA
British Embassy, Residence Cassionpée, Batiment B., 7, Chemin des Glycines, **Algiers** (Postal address: B.P.43, Alger Gare). **(Tel. 605601/04.) (Telex 52872 a/b PRODROME ALGER.)**

ARGENTINA
British Embassy, Dr. Luis Agote 2412, **Buenos Aires** (Postal address Casilla de Correo 2050, Buenos Aires). (Tel. 80-7071/9.) **(Telex 121666 a/b 121666AR PROBA.)**

AUSTRALIA
British High Commission, Commonwealth Avenue, **Canberra, A.C.T.** (Tel. 730422.) **(Telex AA62222 a/b UKREP AA62222.)**

Sydney—British Consulate-General, Gold Fields House, Sydney Cove, Sydney, Australia 2000, N.S.W. (Tel. 27-7521.) (Telex 71 20680 a/b BRITN AA20680.)

Melbourne—British Consulate-General, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, Victoria, Australia 3000. (Tel. 602-1877.) (Telex 71 30660 a/b BRITN AA30660.)

Brisbane—British Consulate-General, BP House, 193 North Quay, Brisbane, Queensland, Australia 4000. (Tel. 2214933 (STD Area Code 07).) (Telex 7140556 a/b BRITN AA40556.)

Perth—British Consulate-General, Prudential Building, 95 St. George's Terrace, Perth, Western Australia 6000. (Tel. 21 5611, 21 7891.) (Telex 71 92493 a/b BRITN 71 92493.)

Adelaide—British Consulate-General, 8th Floor. 70 Pirie Street, Adelaide, South Australia, 5000, (Tel. 2234572.) (Telex 82543 a/b BRITN AA 82543.)

AUSTRIA
British Embassy, Reisnerstrasse 40, 1030, **Vienna.** (Tel. 731575/9.) **(Telex 13410 and 12810 a/b BRITEM A.)**

BAHAMAS
British High Commission, Bitco Building, Third Floor, East Street, **Nassau.** (Postal address: P.O. Box N 7516, Nassau.) (Tel. 57471/4 (Area Code 80932).) (Telex 20112 a/b UKREP, Nassau.)

BAHRAIN
British Embassy, Al Mathaf Square, Manama, **Bahrain.** (Postal address: P.O. Box 114, Bahrain.) (Prodrome Bahrain.) (Tel. 54002). **(Telex GJ8213 a/b 8213 PRODRO GJ.)**

BANGLADESH
British High Commission, D.I.T. Building Annexe, Dilkusha Commercial Area (P.O. Box 90), **Dacca-2.** (Tel. 243251-3, 244216-7.)

BARBADOS
British High Commission, 147/9 Roebuck Street (P.O. Box 676c), **Bridgetown.** (Tel. 63525.) **(Telex WB219 a/b UKREP, BRI WB 219.)**

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest regional office export section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU (Tel. 01-248 5757 Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

BELGIUM
British Embassy, Britannia House, Rue Joseph II 28, 1040 **Brussels.** (Tel. (02) 2191165.) (Telex 23462 a/b BRITEM B.)

Antwerp—British Consulate-General, Havenbuilding, Postbus No.6, Van Schoonbekeplein 6, B-2000 Antwerp. (Tel. (031) 326940, 328829, 321698.) (Commercial correspondence should be addressed in the first instance to the Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London EC4M 7HU, or to the British Embassy, Brussels, B-1040.)

BOLIVIA
British Embassy, Avenida Arce 2732-2754 (Casilla 694), **La Paz.** (Tel. 51400 and 29404.) **(Telex BX 5228 a/b PRODROME BX 5228.)**

BOTSWANA
British High Commission, Private Bag 23, **Gaborone.** (Tel. 2483/5.)

BRAZIL
British Embassy, Avenida das Nacoes, Lote 8 (Caixa Postal 07-0586), **Brasilia D.F.** (Tel. Brasilia 25-2710, 25-2625, 25-2985, 25-2745.) (Telex 61130 a/b PRODROME BsB.)

Rio de Janeiro—British Consulate-General, Praia do Flamengo 284-2° andar Rio de Janeiro GB (Caixa Postal 669-ZC-00). (Tel. 225-7252.) (Telex 2121577 a/b 2121577 EING BR.)

Sao Paulo—British Consulate-General, Avenida Paulista 1938 – 17° andar. (Caixa Postal 846) Sao Paulo, SP. (Tel. 287-7722.) **(Telex 11-21384 a/b 1121384 BRIT.)**

BRUNEI
British High Commission, Room 45, 5th Floor, Hong Kong Bank Chambers, Jalan Chevalier, **Bandar Seri Begawan,** Brunei. (Tel. 6001.) (Telex BRU 211 a/b UKREP, BU 211.)

BULGARIA
British Embassy, Boulevard Marchal Tolbukhin 65-67, **Sofia.** (Tel. 885361/2.) **(Telex 22363 a/b PRODROME SOFIA.)**

BURMA
British Embassy, 80 Strand Road (P.O.Box 638), **Rangoon.** (Tel. 15700.)

CAMEROON
British Consulate, Rue Alfred Saker (Postal Address: **BP 1016, Douala,** Cameroon). (Tel. **42 21 77 and 42 22 45.**) **(Telex 5353 a/b BRITAIN 5353 KN.)**

CANADA
British High Commission, 80 Elgin Street, **Ottawa K1P 5K7,** Ontario. (Tel. 237-1530.) **(Telex 0533318 a/b UKREP OTT.)**

Montreal—British Consulate General, 635 Dorchester Boulevard West, Montreal 101, P.Q. (Tel. 866-5863.) **(Telex 01-26437 a/b BRITAIN, MTL.)**

Toronto—British Consulate General, 8th Floor, 200 University Avenue, Toronto, Ontario M5H 3E3. **(Tel. 864-1290.)** (Telex 02-29531 a/b BRITAIN, TOR 065 24486 effective 1/11/76.)

Vancouver—British Consulate General, 4th Floor, Bank of Nova Scotia Building, 602 West Hastings Street, Vancouver BC, V6B 1P6, British Columbia. (Tel. 683-4421.) (Telex 04-51287 a/b BRITAIN, VCR.)

Halifax—British Consulate, 10th Floor, Centennial Building, 1645 Granville Street, Halifax, Nova Scotia. **(Tel. 422-7488.)** (Telex 019-21634 a/b **BRITAIN, HFX.)**

Edmonton—British Consulate-General, Suite 1404, Three McCauley Plaza, 10025 Jasper Avenue, Edmonton, Alberta T5J 1S6. (Tel. 424-0481.) (Telex 037-2421 a/b BRITAIN, EDM.)

Winnipeg—British Government Trade Office, 402 Monarch Life Building, 333 Broadway Avenue, Winnipeg, 1, Manitoba R3C OS9. (Tel. 942-3151.) (Telex 07-57814 a/b BRITAIN, WPG.)

CHILE
British Embassy, **La Concepcion.** 177 Casilla 72-D, **Santiago.** (Tel. 239166.) (Telex 40844 a/b 40844 PROST CL.)

CHINA
British Embassy, 11 Kuang Hua Lu, Chien Kou Men Wai, **Peking.** (Tel. 521961/4.)

COLOMBIA
British Embassy, Calle 38, 13-35 Pisos 9-11, **Bogota.** (*Airmail address:* Apartado Aereo 4508, Bogota.) **(Tel. 698100.)** (Telex 44503 a/b BRIT CO.)

COSTA RICA
British Embassy, Paseo Colon,3202, Apartado 10056, **San José.** (Tel. 21-56-88.) (Telex 2169 a/b 2169 PRODROM.)

CUBA
British Embassy, Edificio Bolivar, Capdevila, 101-103, e Morro y Prado, **Havana.** (Tel. 61-5681.) (Postal address: c/o British High Commission, P.O. Box 882, Kingston, Jamaica.)

CYPRUS
British High Commission, P.O. Box 1978, Alexander Pallis Street, **Nicosia.** (Tel. 73131/5.) **(Telex 2208 a/b UKREPNIC.)**

CZECHOSLOVAKIA
British Embassy, Thunovská úlice 14, Malá Strana 118 00 **Prague 1.** (Tel. 533347/9, 533340 and 533370.) **(Telex 121011 a/b 121011 PRDM C.)**

DENMARK
British Embassy, 36-40 Kastelsvej, DK-2100 **Copenhagen O.** (Tel. (01) 14 46 00.) (Telex 19908 a/b 19908 BRIEMB DK.)

There is also an Honorary Consul in the **Faroe Islands** *at Thorshavn who will be glad to see British business visitors:*
British Consulate, Yviri vid Strand 17 (P.O. Box 49) DK—3800, **Thorshavn,** Faroe Islands. (Tel. Bryggjan 13510.) (Telex 81259 a/b MARRCO FA.)

DOMINICAN REPUBLIC
British Embassy, Avenida Independencia 506, **Santo Domingo.** (Tel. 682-3128/9.) (Telex 3460075 a/b PRODROME 3460075.)

ECUADOR
British Embassy (opposite Hotel Quito), Gonzalez Suárez 111, **Quito** (Postal address: Casilla 314, Quito). (Tel. 230070/3.) (Telex 022138 a/b 022138 PRODQT ED.)

EGYPT, ARAB REPUBLIC OF
British Embassy, Kasr El Doubara, Garden City, **Cairo.** (Tel. 20850.)

EL SALVADOR
British Embassy, 11a Avenida Norte (Continuacion), No. 611, Colonia Duenas, **San Salvador.** (Tel. 219106, 220590, 223945.) (Telex 20133 a/b PRODSALV.)
Postal address: Embajada Britanica, Apartado (cc) 2350, San Salvador, El Salvador, Central America.

ETHIOPIA
British Embassy, Papassinos Building, Ras Desta Damtew Avenue, P.O. Box 858, **Addis Ababa.** (Tel. 151166 and 151252/3.)

Asmara—British Consulate, Gellatly Hankey Building, Av. Haile Selassie I, P.O. Box 254, Asmara. (Tel. 110131.)

FIJI
British High Commission, Civic Centre, Stinson Parade (P.O. Box 1355), **Suva** (UKREP SUVA). (Tel. 311033.) (Telex FJ 2129 a/b UKREP FJ 2129.)

FINLAND
British Embassy, Uudenmaankatu 16-20, **Helsinki** 12. (Tel. 12574.) (Telex 121122 a/b UKHKI SF.)

FRANCE
British Embassy, 35 Rue du Faubourg St. Honoré, **75008 Paris.** (Tel. 266-91-42.) (Telex 650264 a/b INFORM PARIS.)

Bordeaux—British Consulate-General, 15 Cours de Verdun, 33081 Bordeaux Cedex. (Tel. 52-28-35/6.) (Telex 570440 a/b BRITAIN BORDX.)

Lille—British Consulate-General, 11-13-15 Square Dutilleul (Sac Postal 3477), 59019 Lille Cedex. (Tel. 573549 and 570177.) (Telex 820669 a/b 820669 BRITAIN LILLE.)

Lyon—British Consulate-General, 24 Rue Childebert, 69 288 Lyon Cedex 1, Rhone. (Tel. 375967/8.) (Telex 8022-330254 a/b BRITAIN LYON.)

Marseilles—British Consulate-General, 24 Avenue du Prado, 13006 Marseilles 6e (Bouches du Rhonee). (Tel. (91) 534332.) (Telex 420307 a/b BRITAIN MARSL.)

Strasbourg—British Consulate-General, 10 Rue du General de Castelnau, 67001 Strasbourg Cedex. (Tel. 88-366491.) (Telex 870995 a/b BRISTRA STRBG.)

GABONESE REPUBLIC
British Consulate, Rue Alfred Saker, Douala, Cameroon. (Postal Address: BP 1016, Douala, Cameroon.) (Tel. 422177 and 422245.) (Telex 5353 a/b BRITAIN 5353 KN.)

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are: embassies—'Prodrome' followed by the town name.
Consular offices—'Britain' followed by the town name.
High commission offices—'Ukrep' followed by the town name.
CANADA—consular offices—'Britcon' followed by the town name. excepting Winnipeg which is 'Britrad' Winnipeg.

GAMBIA, THE
British High Commission, 78 Wellington Street. P.O. Box 507, **Banjul.** (Tel. 244/6.) (Telex GV 211 a/b UKREP GV211

GERMANY, DEMOCRATIC REPUBLIC
British Embassy, **Berlin** c/o BFPO 45. (Tel. 2202431.) (Telex 113171 and 113172 a/b GBBER DD.)

GERMANY, FEDERAL REPUBLIC
British Embassy, 53 **Bonn,** Friedrich-Ebert Allee 77. (Tel. 234061.) (Telex 886887, 8869561 and 8869562 a/b BRI D.)

Berlin—British Consulate-General, 1000 Berlin 12, Uhlandstrasse 7-8. (Tel. 3095295.) (Telex 184268 a/b UKBLN D.)

Dusseldorf—British Consulate-General, 4 Dusseldorf, Nordsternhaus, Georg-Glock-Strasse 14. (Tel. 434281-5.) (Telex 8584855 a/b 8584855 COM D.)

Frankfurt—British Consulate-General, 6 Frankfurt, Bockenheimer Landstrasse 51-53. (Tel. 720406.) (Telex 414932 a/b UKFFT D.)

Hamburg—British Consulate-General, 2000 Hamburg 13, Harvestehuderweg 8a. (Tel. 4513 51/5.) (Telex 213562 a/b BRHBG.)

Hanover—British Consulate-General, 3000 Hanover, Uhlemeyer Strasse 9 & 11. (Tel. 327641/5.) (Telex 923263 a/b BCGHN D.)

Munich—British Consulate-General, 8 Munich 40, Malienstrasse 62. (Tel. 394015/19.) (Telex 529959 a/b UKMUN D.)

Stuttgart—British Consulate-General, 7 Stuttgart, Kriegsbergstrasse 28. (Tel. 293216/8.) (Telex 722397 a/b 722397 UKST D.)

GHANA
British High Commission, Barclays Bank Building, High Street (P.O. Box 296), **Accra.** (Tel. 64651.)
The P.O. Box number must be used for all correspondence.

GREECE
British Embassy, 1, Ploutarchou Street, **Athens** 139. (Tel. 736211 (10 lines).) (Telex 216440 a/b 216440 LION GR.)

GUATEMALA
British Consulate, Edificio Maya, Via 5, No 4-50, 8° Piso, Zona 4, **Guatemala City.** (Tel. 61329 and 64375.) (Telex 279 a/b BRITON GU.)

GUYANA
British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown.** (Tel. 65881/4.) (Telex GY221 a/b 221 UKREP GY.)

HAITI
British Consulate, 21 Avenue Marie-Jeanne, Cité de l'Exposition, (P.O. Box 1302), **Port-au-Prince.** (Tel. 21227 & 22225.) (Telex RCA 329118 and ITT3490013.)

HONDURAS
British Embassy, Paseo Colon 3202, Apartado 10056, **San José,** Costa Rica. (Tel. 215688). (Telex CR2169 a/b 2169 PRODROME).

HONG KONG
British Trade Commissioner, P.O. Box 528, 9th Floor, Gammon House, 12 Harcourt Road, **Hong Kong.** ('Uktrade, Hong Kong.') Tel. 5-229541.) (Telex HX73031 a/b UKTRA HX.)

HUNGARY
British Embassy, Harmincad Utca 6, **Budapest** V. (Tel. 182-888.) (Telex 224527 a/b 224527 BRIT H.)

ICELAND
British Embassy, Laufasvegur 49, **Reykjavik.** (Tel. 15883/4.) (Telex 2037 a/b 2037 UKREYK IS.)

INDIA
British High Commission in India, Chanakyapuri, **New Delhi,** 110021. (Tel. 70371.) (Telex 2135 a/b ND 2135.)

Calcutta—British High Commission, 1 Ho Chi Minh Sarani, P.O. Box 9073, Calcutta, 700016. (Tel. 44-5171.)

Bombay—British High Commission, P.O. Box 815, Mercantile Bank Buildings, Mahatma Gandhi Road, Bombay, 400001. (Tel. 259981/5.) (Telex 011-2850 a/b 011-2850 UKREP BY.)

Madras—British High Commission, P.O. Box 3710, 150A Anna Salai, Madras, 600002. (Tel. 83136.)

INDONESIA
British Embassy, Djalan Thamrim 75, **Jakarta.** (Tel. 41091/8.) (Telex 46166 a/b PRODROME DKT 46166.)

IRAN
British Embassy, Avenue Ferdowsi, **Tehran.** (Tel. 645011/14 & 646017.) (Telex 212493 a/b 212493 PROD IR.)

IRAQ
British Embassy, Commercial Section, Shaheen Building, Saadoon Street, **Baghdad.** (Tel. 99001/3.)

IRISH REPUBLIC
British Embassy, 33 Merrion Road, **Dublin,** 4. (Tel. 695211.) (Telex 5296 a/b 5296 UKDB EI.)

ISRAEL
British Embassy, 192 Rehov Hayarkon Street, **Tel Aviv** 63405. (Tel. 249171-8.) (Telex 33559 a/b PRODR IL.)

ITALY
British Embassy, Via XX Settembre 80A, I 00187 **Rome.** (Tel. 4755551-5.) (Telex 8023-61049 a/b 61049 PRODROME.)

Milan—British Consulate-General, Via San Paolo 7, I-20121 Milan. (Tel. 803442-6.) (Telex 8023-31528 a/b 31528 BRITAIN.)
Milan is the main commercial post and central point for British trade promotion work in Italy.

Florence—British Consulate, Palazzo Castelbarco Lungarno Corsini 2, I 50123 Florence. (Tel. 212594.) (Telex 57270 a/b 57270 BRITAIN.)

Genoa—British Consulate-General, Via XII Ottobre 2, I 16121 Genoa. (Tel. 564833.) (Telex 27689 a/b 27689 BRITAIN.)

Naples and Bari—British Consulate-General, Via Fransesco Crispi 122, 80122 Naples. (Tel. 663883.) (Telex 71330 a/b 71330 BRITAIN.)

Palermo—British Consulate, Palazzo Vassallo, Via Marchese di Villabianco 9, I 90143 Palermo. (Tel. 253364-6.) (Telex 91111 a/b 91111 BRITAIN.)

Turin—British Consulate, Corso Vittorio Emanuele 1 (Angolo Corso Massimo d'Azeglio), I 10125 Turin. (Tel. 657676/7.) (Telex 8023-21464 a/b 21464 BRITAIN.)

Venice—British Consulate: Postal address—P.O. Box 679, 30100 Venice; callers—Accademia Dorsoduro 1051 30123 Venice. (Tel. 27408.) (Telex 41283 a/b 41283 BRITAIN.)

IVORY COAST
British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, **Abidjan.** (Postal address: Boite Postale 2581, Abidjan.) (Tel. 226615, 322776 and 324980.) (Telex 706 a/b PRODROME ABIDJAN.)

JAMAICA
British High Commission, 34 Duke Street, **Kingston**, Jamaica. (Britcom, Kingston.) (Tel. 92-28385/6.) (Telex 291 2110 a/b UKREP, KIN JA.)

JAPAN
British Embassy, 1 Ichibancho, Chiyoda-ku, **Tokyo 102.** (Tel. (03) 265-5511.) (Telex J.22755 a/b PRODROME.)

Osaka—British Consulate-General, Hong-kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, Osaka 541. (Tel. (06) 231-3355/7.) (Telex 522 5167 a/b BRIOSA.)

JORDAN
British Embassy, King Hussein Street, P.O. Box 6062, **Amman.** (Tel. 37374-5.)

KENYA
British High Commission in **Kenya**, P.O. Box 30133, 13th Floor, Bruce House, Standard Street, **Nairobi.** (Tel. 335944.) (Telex 22219 a/b UKREP, NRB.)

KOREA, REPUBLIC OF (South Korea)
British Embassy, **Seoul** BFPO via BFPO1. (Tel. 75-7341/3.) (Telex K27320 a/b PRODROM K27320.)

KUWAIT
British Embassy, 6 Kuwait Investment Company Building (P.O. Box 300 SaFat), **Kuwait.** (Tel. 439221/2.)

LAOS
British Embassy, Rue J. Nehru, P.O. Box 224, **Vientiane.** (Tel. 2333 and 2374.)

LEBANON
British Embassy, Avenue de Paris Ras Beirut, **Beirut.** (Tel. 362500/1, 362564, 362618, 363286, 364158, 365483.) (Telex 20465 a/b PRODROM.)

LESOTHO
British High Commission, P.O. Box 521, **Maseru.** (Tel. 3961.)

LIBERIA
British Embassy, P.O. Box 120, 'Mamba Point', **Monrovia.** (Tel. 21055, 21107.) (Telex 4287 a/b PRODROME LIB.)

LIBYAN ARAB REPUBLIC
British Embassy, 30 Sharia Gamal Abdul Nasser, **Tripoli.** (Tel. 31191/5.)

LIECHTENSTEIN
Directorate of British Export, British Consulate-General, Dufeurstrasse 56, 8008 **Zurich.** (Tel. 01 47 1520 (16 lines).) (Telex 8064-54260 a/b 54260 UKZUR CH.)

LUXEMBOURG
British Embassy, 28 Boulevard Royal, **Luxembourg.** (Tel. 29864/5.) (Telex 3443 a/b 3443 PRODRO LU.)

Important

The information given in this list is intended for the benefit of exporters travelling abroad. All commercial inquiries should be addressed initially to the nearest regional office export section of the Department of Industry, or to Export Services and Promotions Division, Department of Trade, Export House, 50 Ludgate Hill, London, EC4M 7HU (Tel. 01-248 5757 Telex 886143). A great deal of overseas commercial information is on record and can be supplied immediately.

MADAGASCAR, DEMOCRATIC REPUBLIC OF
British Consulate, 5 Rue Robert Ducrocq, BP 167, Tananarive, **Madagascar.** (Tel. 251-51.)

MALAWI
British High Commission, Blantyre Office, Victoria Avenue, P.O. Box 479, **Blantyre.** (Tel. 33022.)

MALAYSIA
British High Commission (P.O. Box 1030), 13th Floor, Wisma Damansara, Jalan Semantan, **Kuala Lumpur.** (Tel. 741533.) (Telex 30245 a/b UKREP MA30245.)

MALTA
British High Commission, 7 St. Anne Street, **Floriana.** (Tel. Central 21285/6/7.) (Telex 249 UKREP MW.)

MAURITIUS
British High Commission, P.O. Box 586, Cerne House, Chaussée, **Port Louis.** (Tel 20201.) (Telex IW 266 a/b UKREP IW 266.)

MEXICO
British Embassy, Lerma 71, Cuauhtemoc, P.O. Box 96 Bis., **Mexico 5** D.F. (Tel. 5114880/5 & 5143327.) (Telex 1771185 a/b 1771185 UKEMMX, 1773093 a/b 1773093 UKEMMX.)

MONGOLIA
British Embassy, 30 Enkh Taivny Gudamzh (P.O. Box No. 703), **Ulan Bator**, The People's Republic of Mongolia. (Tel. 51033.)

MOROCCO
British Consulate-General, 60 Boulevard d'Anfa (Boite Postale 762), **Casablanca.** (Tel. 261440/1.) (Telex 22781 M a/b BRITAIN 22781 M.)

MOZAMBIQUE
British Embassy, 310 Avenida Augusto do Castilho (P.O. Box 55), **Maputo.** (Tel. 26011/2, 29989.) (Telex 6-265 a/b 6-265 PROLM MO.)

NEPAL
British Embassy, Lain Chaur (P.O. Box 106), **Kathmandu.** (Tel. 11081, 11588/9.)

NETHERLANDS
British Embassy, Lange Voorhout 10, **The Hague.** (Tel. (070) 645800.) (Telex 31600 a/b 31600 BEMB NL.)

Amsterdam—British Consulate-General, Johannes Vermeerstraat 7, Amsterdam. (Tel. (020) 736128 (4 lines); Commercial Section, 739143 (4 lines).) (Telex 15117 a/b 15117 UKAMS NL.)

NEW ZEALAND
British High Commission, Reserve Bank of New Zealand Building, 9th Floor, 2 The Terrace, **Wellington 1.** (Postal address: P.O. Box 369.) (Tel. 726-049.) (Telex NZ 3325 a/b NZ 3325.)

Auckland—British High Commission, 9th Floor, Norwich Union Building, Queen Street, Auckland, 1. (Postal address: Private Bag, Auckland, 1.) (Tel. 32-973.) (Telex 2412 a/b UKREPAK AK 2412.)

Christchurch—British Commercial Representative, P.O. Box 1762, Christchurch.

NICARAGUA
British Embassy, Paseo Colon 3202 Apartado, 10056, **San José**, Costa Rica. (Tel. 215688.) (Telex CR2169 a/b 2169 PRODROME.)

NIGERIA
British High Commission in Nigeria, Kajola House, 62-64 Campbell Street, **Lagos.** (Postal address: Private Mail Bag 12136, Lagos, Nigeria.) (Tel. 51630, Counsellor 21202 or First Secretary 21409.) (Telex 21247 a/b UKREP, NG.)

Ibadan—Office of the British Deputy High Commissioner, Finance Corporation Building, Lebabon Street, Ibadan. (Tel. 21551.) (Telex 31102 a/b BHC IBN (NG).) (Postal address: Private Mail Bag 5010, Ibadan.)

Kaduna—Office of the British Deputy High Commissioner, Office of the United Bank for Africa Building, Hospital Road, Kaduna. (Tel. 22573/5.) (Telex 71104 a/b 71104 BHCKAD NG.) (Postal Address: Private Mail Bag 2096, Kaduna.)

NORWAY
British Embassy, Thomas Heftyesgate 8, **Oslo, 2.** (Tel. 563890/7.) (Telex 11575 a/b 11575 UKOSL N.)

Bergen—Consul, British Consulate, Slottsgaten 1, 5015 Bergen. (Tel. 210990 & 217033.) (Telex 42660 a/b 42660 UK BGN N.)

OKINAWA PREFECTURE
British Consulate-General, Hong Kong Bank Building, 45 Awajimachi, 4-chome, Higashi-ku, **Osaka** 541. (Tel. 231-3355/7.)

OMAN
British Embassy, **Muscat.** (Postal address: P.O. Box 300, Muscat.) (Tel. 722411.) (Telex MB 216 a/b PRODROME MB 216.)

PAKISTAN
British Embassy, Diplomatic Enclave, Ramna 5 (P.O. Box 1122), **Islamabad** (British Islamabad). (Tel. 22131/5.)

Karachi—British Consulate-General, York Place, Runnymede Lane, Port Trust Estate, Clifton, Karachi-6 (Britain Karachi). (Tel. 53 20 41/46.) *Commercial matters concerning the northern areas, including the provinces of Punjab and North West Frontier, are dealt with by the Embassy, and for Sind and Baluchistan provinces by the Consulate at Karachi.*

PANAMA
British Embassy, Via Espana 120, **Panama City.** (Postal address: Panama City c/o British Consulate Box B, Balboa Post Office, Canal Zone, Panama.) (Tel. Panama City 23-0451.) (Telex 3481020 a/b PROPANA.)

PAPUA NEW GUINEA
British High Commission, United Church Building (3rd floor), Douglas Street, Port Moresby. (Postal address: P.O. Box 739, Port Moresby.) (Tel. 243331/3.) (Telex NE 22142 a/b UKREP 22142.)

PARAGUAY
British Embassy, 25 de Mayo 171, **Asuncion.** (Postal address: Casilla de Correo 404, Asuncion.) (Tel. 49146 and 44472.) (Telex 139 a/b PRODROME 139 PY.)

PERU
British Embassy, Edificio Washington, Plaza Washington, Avenida Arequipa (sextra cuadra), **Lima.** (Postal address: P.O. Box 854, Lima.) (Tel. 283830.) (Telex 25230 a/b 25230 PU PRODROME.)

PHILIPPINES
British Embassy, Electra House, 115-117 Esteban Street, Legaspi Village, Makati, Rizal. (Tel. 89-10-51.)

POLAND
British Embassy, Aleje Roz 1, **Warsaw.** (Tel. 281001-5.) (Telex 813694 a/b 813694 PROD PL.)

PORTUGAL
British Embassy, Rua de S. Domingos a Lapa 35-39, **Lisbon 3.** (Tel. 661191/5.) (Telex 12278 a/b 12278 PROLIS P.)

QATAR
British Embassy, P.O. Box 3, **Doha.** (Tel. 22637.) (Telex DH4205 a/b 4205 PRODRO DH.)

ROMANIA
British Embassy, 24, Strada Jules Michelet, **Bucharest.** (Tel. 111635/6.) (Telex 011-295 a/b 11295 PRODM R.)

SAUDI ARABIA
British Embassy, Commercial Section, Dutch Bank Building, 4th Floor (P.O. Box 393), **Jedda.** (Tel. 27306 and 27122.) (Telex 40043 a/b 40043 PRODROM SJ).

SENEGAL
British Embassy, 20 Rue du Docteur Guillet (B.P. 6025), **Dakar.** (Tel. 22383.) (Telex 548 a/b PRODROM, SG.)

SIERRA LEONE
British Trade and Information Centre, 4th Floor, Leone House, Siaka Stevens Street, **Freetown.** (Tel. 24096 and 23961/5.) (Telex 3235 a/b 3235 UKREP SL.)

SINGAPORE
British High Commission, Tanglin Circus, **Singapore 10.** (Postal address: Tanglin P.O. Box 19.) (Tel. 639333.) (Telex RS 21218 a/b UKREP SP RS 21218.)

SOMALI REPUBLIC
British Embassy, Waddada Xasan Geeddi Abtoow 7/8, P.O. Box 1036, **Mogadishu.** (Tel. 2288.) (Telex Mogadishu 617 a/b PRODROME MOG SM.)

SOUTH AFRICA, REPUBLIC OF
British Embassy, 6 Hill Street, Arcadia, **Pretoria** 0002. (Tel. 74-3121.) (Telex 3641 a/b 3641 SA). **Johannesburg**—British Consulate-General, 5th Floor, Nedbank Mall, 145/7 Commissioner Street, Johannesburg 2001 or P.O Box 10101, Johannesburg 2000. (Tel. 218161.) (Telex 8-7115 a/b 8-7115 SA.)
Johannesburg is the senior commercial post and the central point for British trade promotion work in South Africa.

Cape Town—British Consulate-General, 11th Floor, African Eagle Centre, 2 St. Georges Street, P.O. Box 500, **Cape Town.** (Tel. 41-1466/8.) (Telex 5-7447CT a/b 5-7447CT.)

Durban—British Consulate General, 7th Floor, Barclays Bank Building, Field Street, Durban. (Tel. 313131 (five lines).) (Telex 6-2428 a/b 6-2428 SA.)

Telegraphic address

Unless otherwise stated, the telegraphic addresses to be used are:
embassies—**'Prodrome' followed by the town name.**
Consular offices—**'Britain' followed by the town name.**
High commission offices—**'Ukrep' followed by the town name.**
CANADA—consular offices
'Britcon' followed by the town name.
excepting Winnipeg which is
'Britrad' Winnipeg

SPAIN
British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. (Tel. 419-0200/12.) (Telex 27656 a/b 27656 INGLAE.)

Barcelona—British Consulate-General, Edificio Torre de Barcelona, Avenida Generalisimo Franco 477 (13 Floor), Apartado de Correos 12111, Barcelona 11. (Tel. 239 0804, 239 1300.) (Telex 52799 a/b 52799 BRBAR E.)

Bilbao—British Consulate-General, Alameda Urquijo 2-8, Bilbao 8. (Tel. 4157600, 4157711, 4157722.) (Telex 32446 a/b 32446 BRBIL.)

Seville—British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. (Tel. 419-0200/12). (Telex 27656 a/b 27656 INGLAE.)

Valencia—British Embassy, Calle de Fernando el Santo 16, **Madrid** 4. Spain. (Tel. 419-0200/11.) (Telex 27656 a/b 27656 INGLAE.)

Vigo—British Vice-Consulate, Plaza de Compostela No. 23 (6°), (P.O. Box 49), Vigo. (Tel. 211450.)

Palma de Mallorca—British Consulate, 23-1° Jaime III, Palma de Mallorca. (Tel. 212085, 212445.)

Las Palmas—British Consulate, Edificio Hocasa, 6 Piso, Calle Alfredo L. Jones, 33 (P.O Box 2020), Las Palmas, Gran Canaria, Canary Islands. (Tel. 262508.) (Telex 95276 a/b 95276 BRTLP E.)

SRI LANKA
British High Commission, Galle Road, Kollupitiya, **Colombo** 3. (Postal address: P.O. Box 1433, Colombo.) (Tel. 27611/15.) (Telex 1101 a/b UKREP, COLOMBO.)

SUDAN
British Embassy, P.O. Box 801, New Aboulela Building, Barlaman Avenue, **Khartoum.** (Tel. 70760, 70766-9.)

SURINAM
British High Commission, 44 Main Street, (P.O. Box 625), **Georgetown,** Guyana. (Tel. 65881/2/3/4.)
There is an Honorary Consul at the British Consulate at Paramaribo who will be pleased to see business visitors. His address is: 15 Mr. Dr. de Mirandastraat (P.O. Box 1300), **Paramaribo.** (Tel. 77455.)

SWAZILAND
British High Commission, Alister Miller Street, **Mbabane.** (Postal address: British High Commission, Private Bag, Mbabane.) (Tel. 2581.)

SWEDEN
British Embassy, Skarpögatan 6-8, S-115 27 **Stockholm.** (Tel. 670140.) (Telex 19340 a/b BRITEMB S.)

Gothenburg—British Consulate-General, Götgatan 15, S-411 05 Gothenburg. (Tel. 136277.) (Telex 20041 a/b BRITAIN S.)

Malmo—British Consulate, Lilla Nygatan 11, S-211 38 Malmö. (Tel. 126625.)

SWITZERLAND
Zurich—British Consulate-General, Dufourstrasse 56, 8008 Zurich. (Tel. (01) 47 15 20/6.) (Telex 54260 a/b 54260 UKZUR CH.)
Zurich is the senior commercial post and central point for British trade promotion work in Switzerland.

Berne—British Embassy, Thunstrasse 50, 3005 Berne. (Tel. (031) 445021/8.) (Telex 32687 a/b 32687 UK BNECH.)

Basle—British Consulate, P.O. Box No. 851, Rittergasse 35, 4001 Basle. (Tel. (061) 235843.) (Telex 62959 a/b UKBAL CH.)

Geneva—British Consulate-General, 6th Floor, Rue de Vermont 37-39, 1211 Geneva 20. (Tel. (022) 343800, 332385.) (Telex 22956 a/b 22956A UKGV CH.)

SYRIA
British Embassy, 11 Kotob Building, Mohd. Kurd Ali Street, Malki Avenue (P.O. Box 37), **Damascus.** (Tel. 332561-3.) (Telex 11049 a/b 11049 BRITEM SY.)

TAHITI
British Embassy, 35 Rue du Faubourg St. Honoré, 75008 **Paris.** (Tel. 266-91-42). (Telex 650264 a/b INFORM PARIS.)

TANZANIA
British High Commission, Permanent House, corner Azikiwe Street/Independence Avenue, P.O. Box 9112, **Dar-es-Salaam.** (Tel. 29601.) (Telex 41004 a/b 41004 UKREP.)

THAILAND
British Embassy, Pleonchit Road, **Bangkok.** (Tel. 2527161 (Monday to Friday 0800-1630), 2527160 (all other times).)

TOGO
British High Commission, Barclays Bank Buildings, High Street, P.O. Box 296, **Accra,** Ghana. (Tel. 64651.)

TONGA
British High Commission, **Nuku'alofa.**

TRINIDAD AND TOBAGO
British High Commission, Furness House, 90 Independence Square, P.O. Box 778, **Port of Spain,** Trinidad. (Tel. 52861/6.) (Telex WG 224 a/b UKREP 224.)

TUNISIA
British Embassy, 5 Place de la Victoire, **Tunis.** (Tel. 245100, 245324, 245649.) (Telex TUNIS 12007 a/b PRDROM 12007 TN.)

TURKEY
British Embassy, Sehit Ersan Caddesi, 46a, Cankaya, **Ankara.** (Tel. 274310/15.) (Telex 42320 a/b PROD TR.)

Istanbul—British Consulate-General, Tepebasi, Beyoglu, Istanbul. (Tel. 447540, 447545.) (Telex 298 a/b BRITAIN IST.)

UNITED ARAB EMIRATES
Abu Dhabi—British Embassy, Commercial Secretariat, First Floor, Shaikh Ahmad bin Hamid Building, Shaikh Hamdan Street, Abu Dhabi. (Postal address: P.O. Box 248, Abu Dhabi.) (Tel. 43033/4/5.) (Telex AH2234 a/b PRODROME AH 2234.)

Dubai—British Embassy, Tariq Ibn Zayed Street (P.O. Box 65), Dubai. (Tel. 31070, 31893 and 31993.) (Telex DB 5426 a/b 5426 BRITEM DB.)

UNITED STATES
Washington—British Embassy, 3100 Massachusetts Avenue, N.W., Washington D.C. 20008. (Tel. HO21340 or 4621340 (Area Code 202).) (Telex 892370 a/b PRODROME WSH.)

New York—British Trade Development Office, 150 East 58th Street (19th and 20th floors), New York, N.Y. 10022. (Tel. 593-2258, Area Code 212.) (Telex 126919 a/b PRODROME NYK.)
New York is the senior commercial post and the central point for British trade promotion work in the USA. Export Credits Guarantee Department's representative in N. America is at the same address.

Atlanta—British Consulate-General, Suite 912, 225 Peachtree Street, N.E., Atlanta, Georgia 30303. (Tel. 524-5856/8, Area Code 404.) (Telex 542517 a/b BRITAIN ATL.)

Boston—British Consulate-General, Suite 4740, Prudential Tower, Prudential Centre, Boston, Massachusetts 02199. (Tel. 261-3060, Area Code 617.) (Telex 940994 a/b BRITAIN BSN.)

Chicago—British Consulate-General, 33 N. Dearborn Street, Chicago, Ill. 60602. (Tel. 346-1810/17, Area Code 312.) (Telex 254432 a/b BRITAIN CGO.)

Cleveland—British Consulate-General, 1828 Illuminating Building, 55 Public Square, Cleveland, Ohio 44113. (Tel. 621-7674, Area Code 216.) (Telex 980126 a/b BRITAIN CLV.)

Dallas—British Consulate, 813 Stemmons Tower West, 2730 Stemmons Freeway, Dallas, Texas 75207. (Tel. 637-3600, Area Code 214.) (Telex 730382 a/b BRITAIN DAL.)

Detroit—British Consulate-General, 2200 Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776, Area Code 313.) (Telex 230158 a/b BRITAIN DET.)

Houston—British Consulate-General, Suite 2250, 601 Jefferson, Houston, Texas 77002. (Tel. 659-6270, Area Code 713.) (Telex 762-307 a/b BRITAIN HOU.)

Los Angeles—British Consulate-General, 3701, Wilshire Boulevard, Los Angeles, California 90010. (Tel. 385-7381, Area Code 213.) (Telex 677421 a/b BRITAIN LSA.)

Important

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Philadelphia—British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania 19107. (Tel. Walnut 52430/2, Area Code 215.) (Telex 834636 a/b BRITAIN PhA.)

San Juan—British Consulate, Room 1014, Banco Popular Center, Hato Rey, Puerto Rico. (Postal address: G.P.O. Box 2157, San Juan, Puerto Rico 00936.) (Tel. 767-4435 (Area Code 809).) (Telex 365270 a/b 365270 BRITAIN.)

St. Louis—British Consulate-General, 7th Floor, Gateway Tower, 1 Memorial Drive, St. Louis, Missouri 63102. (Tel. Main 14688, Area Code 314.) (Telex 447190 a/b BRITAIN STL.)

San Francisco—British Consulate-General, 9th Floor, Equitable Life Buildings, 120 Montgomery Street, San Francisco, California 94104. (Tel. 981-3030, Area Code 415.) (Telex 340628 a/b BRITAIN SFO.)

Seattle—British Consulate-General, 1216 Norton Building, 801 2nd Avenue, Seattle, Washington 98104. (Tel. 622-9253, Area Code 206.) (Telex 329602 a/b BRITAIN SEA.)

Baltimore—All inquiries to British Embassy, Washington.

Norfolk—British Consulate, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia 23510. (Tel. 627-1934, Area Code 804.)

URUGUAY
British Embassy, Calle Marco Bruto 1073, Montevideo. (Tel. 791033, 791133, 799173.) (Telex 439 a/b PRODROME UY.)

USSR
British Embassy, Kutuzovsky Prospekt 7/4, Moscow G248. (Tel. 241-1033/4.) (Telex 7341 a/b PRODROME SU.)

VENEZUELA
British Embassy, 12th Floor, Avenida La Estancia No. 10, Ciudad Commercial Tamanaco, Chuao, Caracas. (Postal address: Apartado 1246, Caracas.) (Tel. 926542.) (Telex 23468 a/b 23468 PROCARAC.)

WESTERN SAMOA
British High Commission, Mr. H. A. Arthington-Davy, OBE, Nuku'alofa, Tonga.)

YEMEN ARAB REPUBLIC
British Embassy, 13 Al Qasr al Jumhuri (P.O. Box 1287), Sana'a. (Tel. 2684 and 5714.)

YEMEN, PEOPLE'S DEMOCRATIC REPUBLIC OF
British Embassy, 28 Ho Chi Minh Street, Khormaksar, Aden. (Tel. 24171-6.)

YUGOSLAVIA
British Embassy, Ulica Generala Zdanova 46, Belgrade. (Tel. 645055.) (Telex 11468 a/b 11468 YU PROBEL.)

Zagreb—British Consulate-General, Ilica 12 (P.O. Box 454), 41001 Zagreb. (Tel. 447533.) (Telex 21309 a/b 21309 YU BR ZAG.)

ZAIRE REPUBLIC
British Embassy, 9 Avenue de l'Equateur, 5th floor, Barclays Bank Building (B.P. 8049), Kinshasa. (Tel. 23483/6 and 22666.)

ZAMBIA
British High Commission, Independence Avenue, P.O. Box RW50, Lusaka. (Tel. 51122.) (Telex 4115 a/b UKREP ZA 4115.)

British trade correspondents

Trade correspondents generally give part-time service to the Departments of Trade and Industry. Often they are civil servants who have been selected to act in this capacity in addition to their normal duties; in certain other territories local businessmen undertake these functions. The extent to which British trade correspondents can assist British business visitors is therefore limited.

AFRICA, SOUTH WEST
Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

BELIZE
Mr. Gordon Roe, 6 Fort Street, P.O. Box 438, Belize City. (Tel. 2383.)

BERMUDA
Mrs. A. Brackstone, c/o Visitors' Service Bureau, Hamilton. (Tel. 5-4201.)

FALKLAND ISLANDS
The Chief Secretary, Stanley.

GIBRALTAR
The Financial and Development Secretary, Government Secretariat, Gibraltar. (Tel. 2971, Ext. 51.) (Telex 223 a/b SECRETARIAT GIBRALTAR.)

GILBERT ISLANDS
The Chief Customs Officer, P.O. Box 503, Betio, Tarawa, Gilbert Islands.

NEW HEBRIDES
Secretary for Financial Affairs, British Residency, Vila.

SANTA CRUZ
Edificio SAC1 2 do Piso, Calle Rene Moreno Esq Pari (Tel. 29154).

SEYCHELLES
Captain J. Harwood, Mahe Shipping Co. Ltd., Victoria, Mahe, Seychelles.

ST. HELENA
The Colonial Treasurer, The Castle, Island of St. Helena, South Atlantic Ocean.

SOLOMON ISLANDS, BRITISH PROTECTORATE
British Trade Correspondent, Governor's Office, Honiara, Solomon Islands.

TASMANIA
Mr. W. T. Loney, OBE, 10th Floor, AMP Building, 86 Collins Street, Hobart, Tas. (Postal address: GPO Box H. Tas 7001.) (Tel. Hobart 343411/2.)

Towns and countries in which commercial representation is available

Abidjan, Ivory Coast
Abu Dhabi, United Arab Emirates
Accra, Ghana
Addis Ababa, Ethiopia
Adelaide, Australia
Aden, Yemen
Algiers, Algeria
Amman, Jordan
Amsterdam, Netherlands
Ankara, Turkey
Antwerp, Belgium
Asmara, Ethiopia
Asuncion, Paraguay
Athens, Greece
Atlanta, United States
Auckland, New Zealand

Baghdad, Iraq
Bahrain, Bahrain
Baltimore, United States
Banda Seri Begawan, Brunei
Bangkok, Thailand
Banjul, Gambia
Barcelona, Spain
Bari, Italy
Basle, Switzerland
Beirut, Lebanon
Belgrade, Yugoslavia
Bergen, Norway
Berlin, Germany
Berne, Switzerland
Bilbao, Spain
Blantyre, Malawi
Bogota, Colombia
Bombay, India
Bonn, Germany
Bordeaux, France
Boston, United States
Brasilia, Brazil
Bridgetown, Barbados
Brisbane, Australia
Brussels, Belgium
Bucharest, Romania
Budapest, Hungary
Buenos Aires, Argentina

Cairo, Egypt, Arab Republic of
Calcutta, India
Canberra, Australia
Capetown, South Africa
Caracas, Venezuela
Casablanca, Morocco
Chicago, United States
Christchurch, New Zealand
Cleveland, United States
Colombo, Sri Lanka
Copenhagen, Denmark

Dacca, Bangladesh
Dakar, Senegal
Dallas, USA
Damascus, Syria
Dar-es-Salaam, Tanzania
Delhi, India
Detroit, United States
Dilkusha, Bangladesh
Doha, Qatar
Douala, Cameroon
Dubai, United Arab Emirates
Dublin, Irish Republic
Durban, South Africa
Dusseldorf, Germany

Edmonton, Canada

Florence, Italy
Floriana, Malta
Frankfurt, Germany
Freetown, Sierra Leone

Gaborone, Botswana
Geneva, Switzerland
Genoa, Italy
Georgetown, Guyana
Gothenburg, Sweden
Guatemala City, Guatemala

Hague, The, Netherlands
Halifax, Canada
Hamburg, Germany
Hanover, Germany
Havana, Cuba
Helsinki, Finland
Hong Kong, Hong Kong
Houston, United States

Ibadan, Nigeria
Islamabad, Pakistan
Istanbul, Turkey

Jakarta, Indonesia
Jedda, Saudi Arabia
Johannesburg, South Africa

Kabul, Afghanistan
Kaduna, Nigeria
Kampala, Uganda
Karachi, Pakistan
Kathmandu, Nepal
Khartoum, Sudan
Kingston, Jamaica
Kinshasa, Zaire Republic
Kuala Lumpur, Malaysia
Kuwait, Kuwait

Lagos, Nigeria
La Paz, Bolivia
Las Palmas, Spain (Canary Islands)
Lille, France
Lima, Peru
Lisbon, Portugal
Los Angeles, United States
Lourenco Marques, Mozambique (Portuguese East Africa)
Lusaka, Zambia
Luxembourg, Luxembourg
Lyon, France

Madras, India
Madrid, Spain
Makati, Philippines
Malmö, Sweden
Managua, Nicaragua
Manama, Bahrain
Marseille, France
Maseru, Lesotho
Mbabane, Swaziland
Melbourne, Australia
Mexico City, Mexico
Milan, Italy
Mogadishu, Somali Republic
Monrovia, Liberia
Montevideo, Uruguay
Montreal, Canada
Moscow, USSR
Munich, Germany
Muscat, Oman

Nairobi, Kenya
Naples, Italy
Nassau, Bahamas
New Delhi, India
New York, United States
Nicosia, Cyprus
Norfolk, United States
Nukualofa, Tonga

Osaka, Japan
Oslo, Norway
Ottawa, Canada

Palermo, Italy (Sicily)
Palma de Mallorca, Spain (Balearic Islands)
Panama City, Panama
Paramaribo, Surinam
Paris, France
Peking, China
Perth, Australia
Philadelphia, United States
Port-au-Prince, Haiti
Port Louis, Mauritius
Port Moresby, Papua New Guinea
Port of Spain, Trinidad
Prague, Czechoslovakia
Pretoria, South Africa

Quito, Ecuador

Rangoon, Burma
Reykjavik, Iceland
Rio de Janeiro, Brazil
Rome, Italy

St. Louis, United States
Sana'a, Yemen Arab Republic
San Francisco, United States
San José, Costa Rica
San Juan, Puerto Rico (USA)
San Salvador, El Salvador
Santiago, Chile
Santo Domingo, Dominican Republic
Sao Paulo, Brazil
Seattle, United States
Seoul, Korea, Republic of
Seville, Spain
Singapore, Singapore
Sofia, Bulgaria
Stockholm, Sweden
Strasbourg, France
Stuttgart, Germany
Suva, Fiji
Sydney, Australia

Tananarive, Malagasy Republic
Tegucigalpa, Honduras
Tehran, Iran
Tel Aviv, Israel
The Hague, Netherlands
Thorshavn, Faroe Islands (Denmark)
Tokyo, Japan
Toronto, Canada
Tripoli, Libya
Tunis, Tunisia
Turin, Italy

Ulan Bator, Mongolia

Vaduz, Liechtenstein
Vancouver, Canada
Venice, Italy
Vienna, Austria
Vientiane, Laos
Vigo, Spain

Warsaw, Poland
Washington, United States
Wellington, New Zealand
Winnipeg, Canada

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to the fulfilling of the letter of credit requirements and they will also be subject to the existing quota system:

Pick-up trucks, lorries, jeeps, tractors, tractive units, flat-bed trailers, trailers, heavy construction and agricultural equipment of more than 50 hp.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Prohibition of use of foreign exchange for dry cell batteries. The Monetary Board of the Dominican republic has extended the provisions contained in its resolution of 20 November 1975 that prohibited for one year the import of dry cell batteries (as listed below) with foreign exchange from the national banking system.

2PL (UM-1), 1PL (UM-2), and 7R (UM-3) all of 1.5V.

There is no termination date fixed for this prohibition.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Additional taxes. The following new taxes and amendments have been notified.

1 By the Finance Act, 1976, the Dominican authorities have imposed new rates of consumption tax on the duty-paid value of many items.
2 A surcharge of 10 per cent of the consumption tax has been imposed on all imported brandy, gin, liqueurs, rum, vodka, whisky and other spirituous beverages, and on cigars, cigarettes and black leaf tobacco.
3 The stamp duty on bills of entry inwards has been raised to 6 per cent of the cif value. The exemptions list has been amended so that the only items in paragraph IV are now baby foods, bloaters, codfish, milk, rice and sugar.

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

Ethiopia

Visitors. The British embassy in Addis Ababa would be grateful if all visitors to Ethiopia would contact the embassy on arrival in order to receive current information on travel within the country. In addition business visitors may wish to telephone the Department of Trade in London before departure for briefing on commercial, economic and related subjects.

Inquiries: CRE 01-215 5226.

Fiji

Duty concession for solvent gasoline. The Fiji Minister of Finance has announced the Customs Tariff Ordinance (Amendment) (No 4) Order 1976 which came into force on 1 September 1976.

The first schedule to the Customs tariff ordinance is amended so that the following is allowed a duty concession, as may be approved by the minister subject to such conditions as he may prescribe:

122 (e) Solvent gasoline, unleaded and undyed, fiscal duty – 1.67c per gal, customs duty – free (item 27.10.00.01)

Inquiries: OTAR 01-248 5757 ext. 468/469/401.

Finland

Further information on manufacturing tax on sugar products. The rate of tax levied on ordinary crystallised sugar, on which all the other rates are based, has been increased to 0.40 Finnmarks per kilo.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 458/461.

Pesticides containing DDT. The Finnish Ministry of Agriculture and Forestry has announced that from 1 January 1977 pesticides containing DDT (dichlorodiphenyltrichloroethane) may neither be used or sold.

No further information is available.

Inquiries: OTAR 01-248 5757 ext. 548/461.

Standards for garden vehicles. The Finnish standards authorities have issued regulations containing safety rules for garden vehicles. Copies of a summary of the new regulations are available from OTAR 01-248 5757 ext. 458/461.

France

Potatoes. A notice published in the *Journal Officiel* of 16 September draws the attention of importers of potatoes to the health requirements being enforced. These are as follows:

1 For ware potatoes (BN 07.01 AII and AIII) the phytosanitary certificate should bear an additional declaration that either the potatoes were officially inspected in cultivation during active growth *or* that inspection before despatch showed no presence of *Corynebacterium sepedonicum*.
2 For seed potatoes (BN 07.01 AI) the phytosanitary certificate should bear an additional declaration that the potatoes were officially inspected in cultivation during active growth (or during the last two periods of active growth in cases of successive cultivation) and that inspection before despatch showed no presence of *Corynebacterium sepedonicum*.
3 All potatoes, whether ware or seed, must be imported in new packaging.

Inquiries: OTAR 01-248 5757 ext. 423.

Baby foods. A decree published in the French *Journal Officiel* of 14 September lays down quality and nutritional standards for baby foods and also covers labelling requirements and lists the additives that may be used in such products. Most of the provisions will come into force three years after the date of publication.

Copies of the French text are available and an English translation is in preparation.

Inquiries: OTAR 01-248 5757 ext. 423.

Indonesia

Duty changes bars and rods of iron or steel. The Indonesian government have announced with effect from 13 July 1976:

1 A 200 per cent surcharge on the importy duty and sales tax of bars and rods of iron or steel.
2 On the recommendation of the Minister of Industry 75 per cent exemption of import duty if used as basic materials for domestic industry.

The tariff now reads as follows:

BN	Description	Import duty	Import sales tax
73.10	Bars and rods (including wire rod) of iron or steel, hot-rolled, forged, extruded, cold-formed or cold-finished (including precision made) hollow mining drill steel		
	A Wire rod, hot-rolled, of an average diameter, thickness exceeding 5mm but not exceeding 10mm, in coils		
	10.I To be used as basic materials by domestic industry	2½	5
	19.II Other	30	10
	19.II Other	30	10
	30 Herring-bone steel and ribbed bars of iron	30	10
	49 Other	30	10
73.15	Alloy steel and high carbon steel in the forms mentioned in headings nos 73.06-73.14		
	C Wire rod		
	To be used as basic materials by domestic industry	2½	5
	34 a Of high carbon steel	2½	5
	36 b Of alloy steel	2½	5
	II Other	30	10
	38 a Of high carbon steel	30	10
	b Of alloy steel	30	10

Inquiries: OTAR 01-248 5757 ext. 469.

Import duty and sales tax exemption on aircraft engines and engine spare parts. The Indonesian Minister of Finance has announced with effect from 3 August 1976 entire exemption from import duty and import sales tax on the import of aircraft engines and engine spare parts referred to under heading numbers: 84.06.84, 84.08.10, 84.08.70 so that the amount of import duty and import sales tax becomes nil.

Inquiries: OTAR 01-248 5757 ext. 469.

Import duty and sales tax exemption on sera and vaccines. The Indonesian Minister of Health has announced with effect from 5 August 1976 entire exemption from import duty and import sales tax on the import of sera and vaccines classified under heading 30.02.10 so that the amount of import duty and import sales tax becomes nil.

Inquiries: OTAR 01-248 5757 ext. 469.

Israel

Surcharge amendments. The following amended rates of surcharge on meat and edible meat offals have been announced:

Heading	BN no	Description	Surcharge
0021-	—	Meat and edible meat offals, chilled or frozen, with bones	
-10	02.01-1010	Of lamb and sheep, excluding heads and feet	IL 6.50 per kg
-20	02.01-1010	Other, excluding heads and feet	IL 4.50 per kg
-30	02.01-1010	Heads and feet	IL 3.00 per kg
0022-	—	Meat and edible meat offals, chilled or frozen, boneless	
-10	02-01-1020	Brain, milt, guts, glands, neck, pancreas, heart, kidneys, udder, lungs	IL 3.00 per kg
-20	02.01-1020	Liver	IL 4.50 per kg
-30	02.01-1020	Tongue	IL 4.25 per kg
-90	02.01-1020	Other	IL 4.75 per kg
0023-	Chapter 2	Meat and edible meat offals not classifiable in headings 0021 or 0022	Special calculation (b)

The following goods are now subject to a surcharge:

Heading	BN no	Description	Surcharge
0014-	01.04	Live sheep	IL 125.00 per head
0031	03.01-4090	Fish, frozen or chilled	Special calculation (b)
0981 (a)	98.05-9900	Pastels and crayons whether wrapped in paper or not	Special calculation (b)

Notes:
(a) The surcharge on heading 0981 is applicable until 31 January 1977.
(b) Special calculation – The surcharge is calculated on the difference between the price which the holder of the goods has obtained or is likely to obtain for them and the cost price plus reasonable expenses and profits.

Inquiries: OTAR 01-248 5757 ext. 458/459.

Japan

Labelling and washing instructions of textile products. The Japanese Ministry of International Trade and Industry intends to issue a notification under the household goods law, 1962, which will make Japan Industrial Standard (No-L-0217) 'labelling of textile goods' compulsory, with effect from May 1978. Also the Federation of Japan Textile Fabric Wholesalers has recommended places on which labels should be affixed to certain textile items.

A handout is available on request from OTAR 01-248 5757 ext. 420.

Malaysia

Import duty amendment knives and cutting blades. The Malaysian government has passed the Cutoms Duties (Amendment) (No 22) Order 1976 which amends the first schedule to the Customs Duties Order 1968.

1 By deleting the heading number 82.06 100 and all the particulars that follow; and
2 By inserting the following heading number and particulars:

Heading no	Description	Unit of quantity	Federation common tariff
82.06	Knives and cutting blades, for machines or for mechanical appliances:		
110	flat rectangular blades with one sharp bevelled cutting edge of length 24 in and below	No.	25% (P)
120	other flat rectangular blades with one sharp bevelled cutting edge	No.	Nil

(P) = Also applicable to Penang.

They have also passed the Customs (Prohibition of Imports) (Temporary Protective Measure) (Amendment) (No 18) Order 1976 which amends the first schedule to the Customs (Prohibition of Imports) (Temporary Protective Measure) Order 1973 by deleting heading number 82.06 100. A licence is no longer needed to import these goods.

Inquiries: OTAR 01-248 5757 ext 469.

Import duty amendment, bacon and ham. The Malaysian government has passed the Customs Duties (Amendment) (No 21) Order 1976 which amends the first schedule to the Customs Duties Order 1968 so that the tariff now reads as follows:

Heading no	Description	Unit of quantity	Federation common tariff
02.06	Meat and edible meat offals (except poultry liver) salted, in brine, dried or smoked:		
110	Bacon	lb	$1 (P)
120	Ham	lb	$1 (P)

(P) = Also applicable to Penang.

Inquiries: OTAR 01-248 5757 ext. 469.

Import duty amendment: Penang. The Malaysian government has passed the Customs Duties (Penang) (Amendment) (No 16) Order 1976 which amends the schedule to the Customs Duties (Penang) Order 1973 so that the following duties are applicable to Penang.

Heading no	Description	Unit of quantity	Federation common tariff
18.01 000	Cocoa beans whole or broken, raw or roasted	lb	10 cts
18.04 000	Cocoa butter (fat or oil)	lb	15 cts
18.05 000	Cocoa powder, unsweetened	lb	15 cts

Inquiries: OTAR 01-248 5757 ext. 469.

New Zealand

Sales tax amendments. The New Zealand government has issued the Sales Tax Exemption Order 1974, Amendment No 6 which came into force on 20 September 1976. Goods of the class or kind specified in the schedule are exempted from sales tax. Item 341 in the exemption schedule now reads as follows:

Traction engines and tractors, and rubber tyres of sizes or types as may be approved by the minister for use thereon.
Note: For the purposes of this exemption the term 'tractors' means only vehicles (other than prime movers for articulated motor vehicles) which, if imported, would be classified under tariff heading 87.01 of the customs tariff.

Inquiries: OTAR 01-248 5757 ext 401/469/468.

Nigeria

Import prohibitions. A notice in *Trade and Industry*, 16 April 1976, page 177, gave notification of legal notice 16 of 1976 which gave details of the Import Prohibition Order 1976. This notice set out the prohibition of certain goods into Nigeria.

CRE Commercial Relations and Exports Divisions
Department of Trade
1 Victoria Street, London SW1H 0ET
Tel. Direct dialling (see end of each notice)

OTAR Overseas Tariffs and Regulations Section,
Export Data Branch
Export Services and Promotions Division
Department of Trade
Export House, 50 Ludgate Hill, London EC4M 7HU
Tel. 01-248 5757 (extension at end of each notice)

According to a government press release the Federal Military Government has now authorised the importation of goods in respect of which payment was made or contracts entered into and validated before 1 April 1976. Importers are required to produce satisfactory documentary evidence that this condition has been fulfilled. In addition, they must present the following documents before goods can be passed through customs:

1 confirmed letter of credit
2 proforma invoice of goods
3 confirmatory certification by importer's banks
4 any other relevant documents.

Inquiries: OTAR 01-248 5757 ext. 471/472/473.

Philippines

British embassy address. The address for British embassy, Manila (see *Trade and Industry*, 10 September), should read: Electra House, 115-117 Esteban Street, Legaspi Village, Makati Rizal, telex 3282, A/B 3282 PRODROME PN, tel. 89-10-51.

Inquiries: CRE 01-215 5253.

Sierra Leone

Import duties on petroleum oils. Public notice 32 of 1976 published as a supplement to Sierra Leone *Gazette*, 9 September 1976 announced new rates of duty for tariff no 27.09/10 B and C as follows:

TN	Description	Duty
27.09 10 B	Motor spirit including aviation spirit	The hundred gallon Le 31.00
27.09 10 C	Kerosene, including illuminating oil	The hundred gallon – Le 9.00

Inquiries: OTAR 01-248 5757 ext. 473/462/471/472.

South Africa

Customs tariff changes. The following amendments were published in the South African *Government Gazette* of 10 September 1976:

R1637 BN 28.54, 39.07, 73.24, 76.15 and 97.03(1). The rate of duty on hydrogen peroxide (including solid hydrogen peroxide) is reduced from 5 per cent to free (2). Separate provisions, at the present rates of duty, are made for certain inflatable articles, manufactured from artificial plastic material (3). The rate of duty on miniature cylinders, of iron or steel, for soda water siphons and other articles is reduced from 10 per cent to free. (4) Specific provision, at a rate of duty of 5 per cent is made for soda water siphons of aluminium.

Industrial rebates

R1638 Item 303.01 and 306.01. The provisions for a rebate of duty on hydrogen peroxide for the manufacture of epoxidised vegetable oils and organic peroxides are withdrawn as hydrogen peroxide is now free of duty.

R1666 Item 306.01. Provision is made for a rebate of the full duty on ethylbenzene, for the manufacture of styrene.

Drawbacks and refunds of custom duty

R1639 Item 506.04. The provision for a drawback of duty on hydrogen peroxide, used in the manufacture of bone glue, is withdrawn as hydrogen peroxide is now free of duty.

General rebates

R1640 Item 411.00 BN 40.12. Provision is made for a rebate of the full duty on sheath contraceptives of unhardened vulcanised rubber which are entered before 1 April 1977.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Tariff application. Customs Tariff Application List 32/76, published in the South African *Government Gazette*, 1 October 1976, contains an application to the Board of Trade and Industries for increase in duty on the following:

1 Geometry sets, mathematical drawing and measuring sets, compasses, dividers, etc. classifiable under tariff heading 90.16 and
2 Knitted and crocheted shirts classifiable under tariff subheadings 60.04.10.10, 60.04.10.20, 60.04.10.30, and 60.04.10.90. *Note*. This application supersedes Tariff Application 28/76(1) details of which appeared in *Trade and Industry* of 10 September 1976.

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent repsentations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel. 01-215 5274.

Tariff application. Customs tariff application list 31/76 published in the South African *Government Gazette* 24 September 1976 contains an application to the Board of Trade and Industries for increase in duty on:

1 water pumps, including parts put up as repair kits, for motor vehicle engines, classifiable under tariff subheadings 84.10.30.20 and 84.10.35.20 and
2 footwear classifiable under tariff subheadings 64.02.30 and 64.02.40

British trade organisations thought to be interested in the application are being informed. Any British firm affected which wishes to make representations to the South African Board of Trade and Industries and belongs to a trade organisation should, therefore, first contact its own trade association.

If any firm proposes to make independent representations to the South African authorities and requires further information concerning the application, it should address inquiries to CRE tel: 01-215 5274.

Import control: permit issues. The South African Authorities announced on 28 September that there would be no third round allocation of permits for 1976. The Director of Imports and Exports confirmed that the 1976 allocation will therefore only be 70 per cent in value terms of those issued for 1975.

Inquiries: OTAR 01-248 5757 ext. 471/472/473/462.

Spain

Customs tariff modifications. The Spanish *State Gazette*, 16 September 1976, published Royal Decree 2148/1976 modifying the Spanish customs tariff to read as follows:

Tariff no	Description	Import duty
84.15	Refrigerators and refrigerating equipment (all types):	
A	Domestic type refrigerators, including those with fitted in freezer	40%
B	Refrigerating cabinets, horizontal or vertical, domestic type up to 300 litre capacity	40%
C	Other cold-producing apparatus and machines	
1	Refrigerating equipment up to 50kg	40%
2	Other	27%
D	Parts and spares	
1	Cabinets for refrigerators or freezers, domestic type	40%
2	Other	27%

The above modifications are valid from 16 September 1976.
Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Customs tariff modifications. The Spanish *State Gazette*, 16 September 1976 published royal decree 2149/76 modifying the Spanish customs tariff sub-headings to read as follows:

Tariff no	Description	Import duty
85.01	Electrical goods of the following descriptions: generators, motors, rotary or static converters (rectifiers, etc.), transformers, reactance and auto-induction coils:	
A	Stand-by generating sets with internal combustion or explosion engine, weighing each:	
1	500kg or less	42.5%
2	More than 500 but not more than 5,000kg	35%
3	More than 5,000kg	26%
B	Direct current generators weighing each:	
1	500kg or less	42.5%
2	More than 500 but not more than 5,000kg	26%
3	More than 5,000 but not more than 10,000kg	26%
4	More than 10,000 but not more than 75,000kg	19.5%
5	More than 75,000 but not more than 150,000kg	16%
6	More than 150,000kg	16%
C	Alternating current generators weighing each:	
1	500kg or less	42.5%
2	More than 500 but not more than 5,000kg	26%
3	More than 5,000 but not more than 10,000kg	26%
4	More than 10,000 but not more than 75,000kg	19.5%
5	More than 75,000 but not more than 150,000kg	16%
6	More than 150,000kg	16%

D		Rotary converters weighing each:	
	1	500kg or less	42.5%
	2	More than 500 but not more than 10,000kg	26%
	3	More than 10,000 but not more than 75,000kg	19.5%
	4	More than 75,000 but not more than 150,000kg	12%
	5	More than 150,000kg	9.5%
E		Direct current motors weighing each:	
	1	500kg or less	42.5%
	2	More than 500 but not more than 10,000kg	26%
	3	More than 10,000 but not more than 75,000kg	19.5%
	4	More than 75,000 but not more than 150,000kg	12%
	5	More than 150,000kg	9.5%
F		Direct current motors (including the universal ones) weighing each:	
	1	500kg or less	42.5%
	2	More than 500 but not more than 10,000kg	26%
	3	More than 10,000 but not more than 75,000kg	19.5%
	4	More than 75,000 but not more than 150,000kg	12%
	5	More than 150,000kg	9.5%
G		Intensity transformers	22%
H		Dielectric liquid transformers weighing each (excluding dielectric):	
	1	5,000kg or less	22%
	2	More than 5,000 but not more than 25,000kg	19.5%
	3	More than 25,000kg	12%
I		Other transformers weighing each:	
	1	500kg or less	26%
	2	More than 500 but not more than 5,000kg	22%
	3	More than 5,000kg but not more than 25,000kg	19.5%
	4	More than 25,000kg	12%
J		Static converters	19.5%
K		Reactance and auto-induction coils weighing each:	
	1	500kg or less	26%
	2	More than 500 but not more than 5,000kg	22%
	3	More than 5,000 but not more than 25,000kg	19.5%
	4	More than 25,000kg	12%
L		Parts and spares:	
	1	Rotors and stators	28%
	2	Other	19.5%

Parts and spares intended for machines classified under sub-headings 85.01.B.6, C.6, D.5, E.5 and F.5 up to 75,000 MVA shall be liable for duty at the rates set out for that sub-heading.

These modifications are valid from 16 September 1976.
Inquiries: OTAR 01-248 5757 ext. 462/471/472/473.

Trinidad and Tobago

Import licensing of copying film and typewriter ribbons. By Notice 4 of 1976, the Trinidad and Tobago authorities have stated that an import licence is now required for the importation of the following items:

Tariff no	Description of item
39.06	Copy film for use as carbon paper
98.08	Typewriter and similar ribbons, whether or not on spools, of all materials

Inquiries: OTAR 01-248 5757 ext. 7312/456/457.

United States

Tariff amendment on sugars, syrups and molasses. The *Federal Register*, 23 September 1976, published a presidential proclamation amending the tariff rate of duty, effective 21 September 1976, on item 155.20 relating to sugars, syrups and molasses derived from sugar cane or sugar beet and principally of crystalline structure or in a dry, amorphous form.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Colour additive carbon black and FD and C Red No 4. The *Federal Register* dated 23 September 1976 published a regulation terminating the use of FD and C Red No. 4 in food from 23 September 1976 and in externally-used cosmetics will have to conform to a restricted specification with effect from 27 October 1976. The use of carbon black (Channel black) is banned in food and cosmetics, effective 23 September 1976.

Inquiries: OTAR 01-248 5757 ext. 456/457/7312.

Uruguay

Correction, amendments to BTN 48.13, 69.03 and 85.21. There was an error in the published decree 209/976 which referred to BTN 85.21 having an import duty of 67.775 per cent. This duty should have read 65.775 per cent and decree 473/976 was published on 29 June 1976 detailing this correction.

Inquiries: OTAR 01-248 5757 ext. 474/476.

Yugoslavia

Relaxation of foot and mouth disease precautions. Yugoslav *Official Gazette* 35, 6 August 1976, item 566, invalidates the order (see *Trade and Industry*, 23 July 1976) imposing a ban on imports from Italy of animal products, derived from ungulates and a ban on vehicles arriving from Italy and carrying products derived from ungulates unless sprayed with disinfectant.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Duty exemptions. Yugoslav *Official Gazette* 35, 6 August 1976, item 559, provides for exemption from duty on imports of various items of equipment for use in health centres.

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Global foreign exchange quota for 1976. Yugoslav *Official Gazette* 35, 6 August 1976, item 544, fixes at 300 million new dinars for 1976 the global foreign exchange quota for the import of raw materials for Yugoslav industry. The quota was previously announced as 100 million new dinars for the first six months of 1976 (see *Trade and Industry*, 9 April 1976).

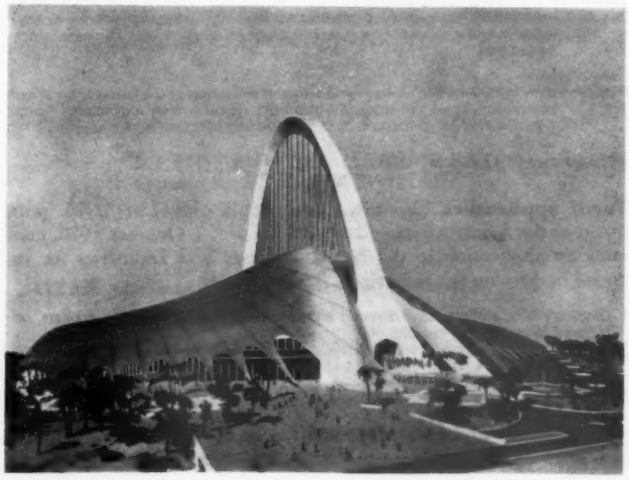
Inquiries: OTAR 01-248 5757 ext. 288/466/467.

Duty increases. Yugoslav *Official Gazette* 35, 6 August 1976, item 550, provides for a seasonal extra duty of 20 per cent in addition to the normal duty on imports of specific farming products (fresh flowers, certain vegetables and fruit).

Inquiries: OTAR 01-248 5757 ext. 288/466/467.

British firm design Arab stadium

Artist's impression of the approved design of an international sports stadium to be built in Riyadh, Saudi Arabia, as part of its Sports City complex. Designed by the UK architects, Ian Fraser, John Roberts and Partners, the stadium features the largest clear-span cable roof of its type in the world. The arch, which will provide some of the support for the roof, will be – at over 700 ft – the highest arch in the world. The stadium is designed for a seating capacity of 80,000 people and to full Olympic standards. The estimated cost for the stadium which is scheduled for completion in 1982 is £200 million.



Overseas trade exhibitions

Chicago: machine tool shop window of the US

From Harry Hall, vice-consul, (commercial), British consulate-general, Chicago

Twenty-two British machine-tool builders who recognised the importance of the North American market came to Chicago for a 10-day intensive sales drive during the 1976 international machine tool show. Without exception these companies reported that they had succeeded in taking advantage of the rising trend in business activity with over $750,000 of firm orders and 4,000 hard inquiries.

The British exhibitors took part in a joint venture sponsored by the Machine-Tool Trades Association and the British Overseas Trade Board. Products from 12 other British companies were also displayed on the stands of American distributors, giving Britain a strong position at the largest exhibition of machine tools and related products ever held in the United States.

The international machine tool show – the shop window of the United States machine tool buyer – is held every two years and is sponsored by the National Machine-Tool Builders Association of the USA.

The 1976 event ran from 8 to 17 September at the International Amphitheatre and Chicago's lakefront exposition centre, McCormick Place, reputedly the nation's two largest exhibition halls. Some 936 exhibitors in the two halls occupied 530,000 sq ft of floor space, a substantial increase over the previous show held in 1974. A record attendance of 78,565 visitors including 4,500 from 27 overseas countries, saw products ranging from highly-sophisticated computer numerically-controlled machines with tool changing systems to conventional machine tools, cutting tools and measuring equipment.

Despite the American reputation for high technology and innovation, British exhibits in the Chicago show attracted keen interest from both domestic and foreign visitors and exhibitors. At the end of the day British exhibitors could claim that, in addition to a considerable amount of business written up during the show, other orders were negotiated and requests for quotations were received from a number of overseas manufacturers.

Vital market for Britain

A competitive British machine-tool industry has made inroads into the US market over the last decade. Sales have increased from $16 million in 1966 to about $40 million in 1975. But the potential is there for even greater sales given the desire on the part of the industry to achieve them.

The US market accounts for more than 10 per cent of British machine tool exports and remains a vital market for Britain. The British machine-tool industry has had considerable success in the US for conventional machine tools, such as centre lathes, grinding machines, drilling and boring machines, and since Britain is an acknowledged expert in this field there is no reason to suppose that this situation will change and since there are growing gaps in the production of basic tools of this type in the US, British sales can be expected to increase.

More opportunities

But with more British companies developing new, sophisticated, numerically-controlled or automated machines, more opportunities should open up.

It is therefore of prime importance that British machine tool builders consider now participation in the next international machine tool show to be held in Chicago from 6 to 15 September, 1978.

Excellent introduction to United States market for shoe suppliers

From Val Lammert, vice-consul (commercial), British consulate-general, St Louis

Nine British footwear suppliers participated in a joint venture between the British Overseas Trade Board and the Shoe and Allied Trades Research Association (Satra) at the international footwear management conference (FMC west) held at the Chase Park Plaza Hotel at St Louis from 16 to 19 September. Organised by the American Footwear Industries Association, this annual event normally held at Atlantic City will, in future, be held in alternate years at St Louis.

Many of the British supply firms, well known to the UK and European footwear industries, made their first appearance at an American show, showing a representative selection of high-quality British materials components and light machinery.

Satra joined with Satra North America Research Inc, to demonstrate the latest technological developments on both sides of the Atlantic. In the field of fashion/technology, Satra highlighted examples of how authoritative fashion forecasting can solve technical problems associated with new fashion trends. British participants presenting papers at the FMC west conference included Don Pilkington (Satra) 'progressing technology into cutting'; Ron Whittaker (Satra) 'translating fashion into manufacturing'; and Leslie Gent (L. Gent and Sons) 'where to save in fitting'.

All 80 exhibitors at FMC west were pleased with the number of footwear factory personnel, including foremen and superintendents, who came to the show. British firm representatives felt the show provided an excellent introduction to the United States market. Mr A. E. Gray of Thomas Walker Ltd, gave the opinion of British exhibitors when he said '. . . our only regret is that we did not come to America before now'.

Wide variety of UK products shown at New York laser fair

From Richard Meisenbacher, vice-consul (commercial), British trade development office, New York

Over 4,800 visitors involved in the design, construction, testing and application of electro-optical and laser systems, equipment and instrumentation, attended the electro-optics laser conference and exposition, held from 14 to 16 September 1976 in New York. Over 100 papers were presented during the technical sessions, which included the east coast's first laser and military application symposium.

Ten firms in joint venture

There were approximately 140 exhibitors, including 10 British firms in a joint venture sponsored by the London Chamber of Commerce and Industry. The British companies displayed a wide variety of products, including components, sub-systems and test instruments.

Industrial visitors

A number of companies reported that the majority of the visitors to the conference and exhibition were members of industry who were more likely to place firm orders, whereas previous shows, which were attended by many students and other visitors, offered fewer commercial benefits to the exhibitors.

Record trade inquiries at Microwave '76

From Julien Anton, commercial officer, British embassy, Rome.

From 14 to 17 September, the sixth European microwave congress and exhibition brought together in Rome's Auditorium della Tecnica manufacturers, technicians, and academics from 40 countries for the years' most important international microwave technology event. Microwave 76 was not open to the general public.

Over 100 manufacturers from Europe and the USA displayed their products, with the UK industry covering approximately 20 per cent of the exhibition space. Twelve UK companies exhibited in a joint venture, organised by the Electronic Engineering Association and the British Overseas Trade Board. The British products on display fully justified the high international reputation of UK microwave technology through both range and level of sophistication, attracting a constant flow of inquiries.

Over 3,000 specialist operators from all over the world visited the exhibition, providing a great measure of contact between manufacturers and users of equipment, as well as the rare opportunity for manufacturers to reach effectively international markets through a single venue.

The bulk of commercial interest is in very specialised markets of mass telecommunications and military electronics. In these highly competitive areas with important contracts that often require laborious negotiations, most British exhibitors reported an unprecedented number of firm trade inquiries, and excellent prospects for a substantial volume of new business.

One of the British exhibitors at Microwave '76.

Worthwhile orders taken at South African mining fair

From J. York, vice-consul (commercial), British consulate-general, Johannesburg.

This year's electra and mining exhibition, probably the largest ever to be held in South Africa, opened on Monday 13 September and ran for five days, during which almost 20,000 visitors passed through the entrance gates.

Over 275 exhibitors, occupying nearly 350 stands presented a wide variety of goods, ranging from a front-end loader, capable of transporting 71m³ of earth down to the smallest integrated circuit chips.

Twenty British exhibitors, sponsored by the London chamber of commerce and the British Electrical and Allied Manufacturers Association, in association with the British Overseas Trade Board, occupied stands in a prime area in the international hall. These displayed switches, relays, controllers, mining communications systems, connectors and terminals, special seals, fusegear, electronic components, hydraulic fluid systems, motors and commutators, together with chock shield and unbreakable tool handles.

Four other participants occupied open-air sites in the main area and demonstrated the workings of full and scale size capital equipment which included twin-boom, coal-mining equipment, face shovels and rippers, chainless haulage and dust suppression equipment.

Despite the current recession, a number of worthwhile orders were obtained and all exhibitors reported several firm inquiries to be followed up.

The organisers set out to attract the trade only, and in this they were successful and this, coupled with ideal weather throughout, led to the general opinion, that the exhibition was a great success, with a marked number of requests from the British contingent, to participate in the next fair in 1978.

A British outside exhibitor at the Johannesburg mining exhibition.

US economic upturn reflected at woodworking show

From Brian Beevers, vice-consul (commercial), British consulate-general, Cleveland

One of the first sections of United States industry to reflect improved economic activity is housing and this in turn affects the woodworking and furniture supply industries. At the international woodworking machinery and furniture supply fair, held at the Kentucky Fair and Exposition Center from 18 to 22 September, a buoyant mood, evident from both exhibitors and visitors, indicated that the United States economy is maintaining its improvement. Attendance at the show was 22,000 and over 600 exhibitors from 14 countries participated.

The 14 British joint-venture exhibitors, sponsored by the Machine Tool Trades Association and the Birmingham Chamber of Commerce and the British Overseas Trade Board, all reported excellent results from attending this biennial fair. Pirelli Ltd and Commercial Plastics Ltd, who were exhibiting independently, both reported first-class results from the fair, either through orders received or contacts made with potential customers.

In the woodworking machinery section of the fair, Wadkin Ltd sold several panel saws and Bursgreen machines. R. S. Brookman Ltd sold 14 machines, and JKO Cutters Ltd sold everything on their stand.

A first-time exhibitor at the fair, Automatic Grinding Machine and Engineering Co Ltd received orders valued at $40,000 and their success has confirmed the company's decision to establish a United States distribution office.

The furniture supply section had seven British joint-venture participants and an information stand provided by the Birmingham chamber of commerce. All the companies reported they were extremely satisfied with the inquiries they had received.

Joseph Gillott and Sons Ltd who had exhibited their castors and glides previously found that one of their new range of castors attracted a great deal of attention; and Crompton Nettlefold and Stenman Ltd, who had also attended the show before, were able to appoint six distributors at this year's show.

Once again this important, and largest fair of its kind in the world, proved to be a resounding success, not only for the British exhibitors, but also for the industry generally.

Praise for British display at nuclear medicine fair

From A. White, consul (commercial), British consulate-general, Sydney

Sydney was the venue of the first Asia and Oceania congress of nuclear medicine held from 6 to 10 September in the Hilton Hotel. The congress attracted over 300 delegates from 18 countries including world authorities in this highly-specialised field from the USA, Japan, Australia, Indonesia and the UK. The supporting trade exhibition covered 239m² in the rooms adjacent to the congress and 23 exhibitors showed products and equipment ranging from radiopharmaceuticals to the latest in gamma cameras and ultrasound equipment.

The three British exhibitors – Radiochemical Centre Ltd, D. A. Pitman Ltd and Nuclear Enterprises Ltd, occupied 54m² and put on a first-class display which drew praise from the congress delegates and other exhibitors. The British Overseas Trade Board and the British Health Care Export Council jointly sponsored the British firms' effort.

Nuclear Enterprises Ltd exhibited their NE4200S Series Diasonograph the latest addition to their range of diagnostic ultrasonic scanners. Judging by the interest aroused it should be as successful as its predecessor. The model on display was purchased by a Melbourne private practitioner.

Several firm inquiries were also received from potential customers in Australia and Japan.

The Radiochemical Centre's world-wide reputation for quality and service attracted many visitors to their stand to see the impressive display of radiopharmaceuticals and *in vitro* kits. The recently introduced radioimmunoassay (RIA) kits and the digoxin RIA for the study of heart disease, in particular, created considerable interest and discussion. At least 50 per cent of the firm inquiries received on this stand were from private and government hospitals in Australia and south-east Asia not previously supplied by the Radiochemical Centre.

D. A. Pitman displayed two new instruments – the model 37D portable X-ray dosemeter and the model 235 isotope localisation monitor in addition to the Toledo thermoluminescent dosemeter reader and model 238 isotope assay calibrator.

The British Health Care Export Council also sponsored two speakers from Britain – Dr V. R. McReady, director of nuclear medicine at the Royal Marsden hospital, who delivered a paper on the current status of tumor localising agents and Professor R. Ekins, professor of physics at the Middlesex hospital, who spoke on 'radioassays – developments and trends'. Both made a significant contribution to the scientific part of the congress and gave valuable support to the exhibitors.

The initial response from the exhibitors and speakers was that participation in this important regional congress and exhibition more than justified the expense. Useful contacts had been made, orders for equipment are in the pipeline and British prestige and expertise in the field of nuclear medicine further advanced.

UK firms move into high gear at Cologne bike show

From R. G. Cutler, second secretary (commercial), British embassy, Bonn

IFMA, the international cycle and motorcycle exhibition took place from 18 to 22 September and had 180,000 visitors (120,000 in the first two days) pass through the turnstiles, an increase of 24 per cent over the previous exhibition held in 1974. This year the fair had been extended from four to five days.

The exhibition, said to be the best of its kind in Europe, if not the world, covered an area of 53,000m² and attracted exhibitors and visitors from all over the world. The UK once again ranked amongst the top five foreign exhibitors, being represented by 24 firms exhibiting on a joint venture stand, mounted by the CMCA Service Company and a further nine firms showing independently.

The British firms were showing a variety of products ranging from complete 'specialist' and standard motor cycles at the one end, down to the various types of accessories and clothing to tank and helmet stickers at the other end. On the bicycle side products ranged from the luxury titanium framed cycles, made by Speedwell through the technical and non-technical articles and accessories to such things as pumps.

Business got off to a good start right from the beginning. The cycle and motorcycle industries in Europe and other parts of the world are booming. British participants at the fair soon found themselves changing into high gear as the stream of inquiries and orders poured in. I was told that the standard of inquiries had been very high indeed and came from such places as the European and Scandinavian countries, Australia, North and South America, Greece and the Middle East. The general opinion of all the British exhibitors was that this had been the most successful fair for years and some said it had surpassed all expectations.

Both the cycle and motorcycle industries look like experiencing boom conditions, in Germany at least, for some time to come. Although the present pattern has changed somewhat over the past two years, there two sectors of industry are as popular as ever and all things being equal British manufacturers should benefit from this continued boom.

Reprints of 'T & I' articles

Reprints of *Trade and Industry* articles should be ordered within one week of publication from: Director of Publications (P1), HMSO, Atlantic House, Holborn Viaduct, London EC1P 1BN. Reprints cost £10 for 250 copies of a page or part-page, plus 50p for each additional 125 copies; carriage extra.

Hopes of continuing business expressed at ONS '76

From L. T. Taylor, first secretary (commercial), British embassy Oslo

Stavanger, Norway's oil capital, opened its doors for the second time to the biannual international technology conference and exhibition – Offshore North Sea 1976 (ONS '76) – from 21 to 24 September. The exhibition was officially opened by the mayor of Stavanger in the presence of Crown Prince Harald of Norway. From the British side, an opening lecture was given by J. Dickson Mabon, Minister of State, Department of Energy, who also paid personal visits to most of the British exhibitors.

British services and products were well featured at ONS '76. The 24 British participants in the joint-venture sponsored by the Association of British Oceanic Industries and the BOTB created a most attractive and interesting focal point within the exhibition. The stand occupied the central position in hall A and was the largest of the five national stands at the exhibition. In addition, there was an open-air display of cranes of a leading British manufacturer. This display was most impressive with the cranes towering over 50m from the ground and acting almost as a homing beacon for visitors to the exhibition.

The various companies participating in the venture offered a wide range of specialised offshore products, such as electronic equipment and instrumentation; well-heads; christmas tree valves; flameproof clothing; generating sets; welding and heating equipment; positioning and surveying systems; monitoring systems; blocks and shackles; mobile cranes; fork lift trucks and submersible surveying vessels.

A large number of the companies on the British stand reported that they had received very encouraging inquiries from both Norway and elsewhere, within the first two days. One company received a specific invitation to tender from a major Norwegian concern in the offshore oil industry and, if successful, could provide continuing business in the future. The majority of the British exhibitors expressed pleasure with the level and quality of the contacts made during the exhibition, and almost all of them said that because of the achievements gained they intended to participate again at the next ONS, scheduled for September 1978.

In addition to the joint-venture there were another 25 British companies exhibiting independently, either in their own right or together with their agents. Many of these British companies had participated at the first ONS exhibition in 1974 and were exhibiting to consolidate the position they had gained in the Norwegian market during the intervening two years. Those participating for the first time hoped to benefit from the expected potential to be found in the Norwegian offshore market and also in order to appoint distributors. Many of the British participants are now well established in Norway and some have signed special joint co-operation agreements with leading Norwegian companies.

The Stavanger exhibition is the only offshore exhibition held in Norway and has developed into a well-reputed and useful venture for presentation of international offshore products applicable to North Sea activities. Its growing importance can be measured by the increase in the estimated attendance figures over the last event from 13,000 to 17,000 and especially when the event was closed to the general public until the afternoon of the last day. Some 400 companies participated from 18 countries and the whole exhibition gave an impressive presentation of the latest development in offshore technology.

J. Dickson Mabon, Minister of State for Energy, inspects British equipment at Stavanger's ONS '76.

Parallel with the exhibition was the conference, organised by the Norwegian Petroleum Society, at which leading personalities in the international oil scene participated.

The strong British presence at ONS '76 testified the importance of the Norwegian market to British industry and in the opening lectures given during the conference, the Norwegian Minister of Foreign Affairs, Knut Frydenlund, and the British Minister of State, Department of Energy, Dr Dickson Mabon, both underlined the advantages of close co-operation between our two countries in the North Sea.

The British offshore industries were represented at the exhibition by the Offshore Supplies Office (OSO), Department of Energy; the Association of British Oceanic Industries (ABOI); and the Council of Manufacturers of British Petroleum Equipment (CMBPE).

Buyers tread carefully at Amsterdam's 'Design-in'

From H. D. van Lee, senior commercial assistant, British consulate-general, Amsterdam

For the fifth time in succession, an all-British textile design selling exhibition ('Design-in') was held at the International Textile building in Amsterdam from 16 to 17 September and was attended by an increased number of visitors, compared with last year's figures.

The organisers favour the policy that at least half of the number of entrants should be new to the fair, so 17 designers out of the total of 32 were taking part for the first time.

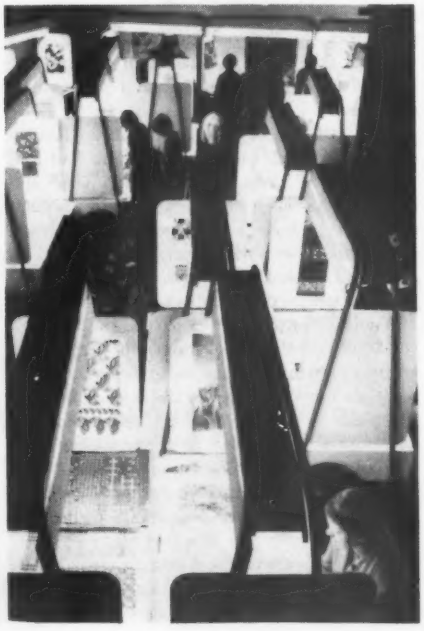
Sponsored by the British Textile Confederation in a joint venture with the British Overseas Trade Board, 'Design-in' attracts commercial buyers of textiles, wallpaper, floor coverings and other consumer goods. This year buyers from 17 different countries, including those of the USA and Japan, were recorded – four more than last year.

The international economic recession has influenced buyers at 'Design-in' for they selected designs more carefully and in smaller quantities than the previous years.

An interesting trend noticed this year was that buyers of designs for fashion selected those from the interior furnishing collections, while buyers of designs for interior decoration choose from the fashion collections, indicating that markets are becoming interchangeable and showing that buyers receive inspiration from seeing collections of varying scales and styles.

Provisional figures show an increase of 20 per cent over last year's £30,000 and it is expected that follow-up orders will add more to this.

In all, this annual export promotion of British design services has proved to contribute steadily to the UK's invisible export earnings and many designers are already looking forward to booking a place for next year.



Overseas trade export successes

British firm to train Arab civil aviation personnel

International Aeradio Ltd (IAL), the Southall-based aviation and communications services group, has been awarded a £16 million contract for the development of technical manpower for the civil aviation industry by the civil aviation directorate of the Saudi Arabian Ministry of Defence.

The six-year contract involves the setting-up and operation of a training centre in Jeddah where Saudi Arabian nationals will study electronics and engineering subjects associated with aviation technical services. A total of 230 students will be trained to internationally-accepted standards in all aspects of aeronautical telecommunications, radio navigational aids, radio and radar engineering, diesel electric generating plant, airfield lighting and other associated subjects.

The establishment of the centre is the latest step in the Civil Aviation Directorate's programme of training Saudi Arabian nationals to undertake the complete operation of the Kingdom's civil aviation technical facilities.

This new contract is in addition to IAL's current contract with the Civil Aviation Directorate for the implementation of its five-year aviation modernisation programme. The company was recently awarded a similar five-year contract by the Kingdom's Directorate of Meteorology to develop manpower and technical systems in the fields of electronics, radar and communications engineering for the meteorological service.

Sweden orders British rail bogies

A contract worth £350,000 has been awarded to BRE-Metro Ltd, the export sales company of British Rail Engineering Ltd (Brel) and Metro-Cammell Ltd, by Kalmar Verkstads AB of Sweden for the supply of coach bogies.

They will be manufactured at Brel's locomotive works at Derby, and will be incorporated in main line passenger coaches being built by the Swedish company for the Kenya Railways.

Cyprus Airways orders BAC One-Elevens

British Aircraft Corporation has won an order from Cyprus Airways for two BAC One-Eleven 500 airliners, a contract worth, with spares, around £12 million. These aircraft will be delivered during the first quarter of 1978. Meanwhile two One-Elevens will be leased to the operator.

Cyprus Airways will use its One-Elevens on local and regional services linking the island with important eastern Mediterranean destinations. The airliners (designated One-Eleven 500 Model 537) will accommodate 104 passengers in mixed class accommodation and are powered by two Rolls-Royce Spey 25 Mk512 DW turbofan jet engines.

Commenting on the new order at the Airline's Nicosia headquarters, the general manager, Evdokios ('Andy') Savva said: 'Cyprus Airways has chosen the One-Eleven because it is the right size, has the lowest seat-mile operating costs and is the most fuel-efficient airliner in its class. Together with its exceptionally good operational and reliability record, we believe these are most compelling reasons for choosing the British product.'

British snack plant for USSR

An order worth over £0.5 million for a complete cornmeal snack producing and packaging plant, the biggest ever from the USSR, has been won by Wright Machinery of Uxbridge. The plant using raw cornmeal will prepare 1 tonne of snacks per hour.

Fairey Surveys to map Bahrain

Fairey Surveys of Maidenhead has this month signed a contract worth approximately £600,000 to carry out photography, geodetic surveys and photogrammetic mapping of the state of Bahrain over the next two years.

The contract with Bahrain's Ministry of Works, Power and Water, calls for aerial photography to be flown at four different scales in both colour and in black and white, including 350km² of off-shore colour photography. To meet the variety of photographic demands, Fairey Surveys will use one of their fleet of Survey Aircraft with twin camera installations. Preliminary planning has already begun.

When finished Fairey Surveys will have provided Bahrain with a comprehensive new series of metric maps with scales ranging from 1:100,000 for assessing the overall possibilities of the islands to 1:1,000 for detailed planning purposes. This new series will replace the existing maps which are out of date.

GKN wins £14m bearing plant contract in Poland

Metalexport, the Polish foreign trade enterprise, has placed a £14 million order with GKN for a new plain bearing plant in Poland. GKN Contractors Ltd, of Redditch, Worcs, will be the main contractor for the bimetallic bearing plant designed by Vandervell Products Ltd, also a GKN company, for Poland. The plant will greatly expand the existing capacity for the production of bearings for the Polish diesel engine and automotive industries.

GKN Contractors will be working with Vandervell Products, the leading manufacturer of bearings, bushes and strip castings, known world-wide for the Vandervell thin-wall bearings, and which will be supplying the expertise and know-how.

British boost for Belgian biscuits

Dramatic increases in productivity are being achieved by a small Belgian biscuit bakery, following the introduction of a British pie production unit. Biscuiterie 'Jacky' of Deurne, near Antwerp, has recently installed a £15,000 Fourline machine manufactured by Mateline Ltd of Redditch, Worcestershire, to make 'Franzipan' tarts. The equipment enables a team of three to produce 8,000 tarts an hour – four times the amount which could be produced by the previous 'round table' system, which required six operators.

Yugoslav refinery to use British instruments

Taylor Instrument Companies (Europe) Ltd, of Stevenage, has won two orders from INA-Naftaplin, which together are valued at approximately £750,000. The orders are to supply electronic and pneumatic analogue instrumentation, control panels, and commissioning services for a new petrochemical project near Zagreb in northern Yugoslavia.

Tunnelling: British firm carves out a Japanese reputation

From Ben Thorne, counsellor (commercial), British embassy, Tokyo

The longest undersea tunnel in the world is being built in Japan to connect the main island of Honshu with the northern island of Hokkaido – scene of the 1972 winter Olympics. It will be a 54km-long tunnel through which Japan's famous bullet trains – the Shinkansen – will hurtle at 200km per hour. Twenty-three kilometres of this twin-track tunnel will pass under the sea. At present the stormy Tsugaru Straits require a ferry crossing that adds many hours to the journey from Sapporo to Tokyo.

In 1985 when the tunnel and all the associated engineering works are finished a traveller will be able to go almost the full length of Japan, from Pukuoka in the southern island of Kyushu to the northern city of Sapporo, some 2,117km in 12½ hours, without leaving his comfortable Shinkansen carriage.

The cost of this tunnel is likely to be astronomical and the engineering problems are formidable. At present, the scheduled completion date is 1983 and the cost is put at £750 million. But that cost is already about three times the original estimate and engineers do not think the work, which in many places is well behind schedule, can possibly be finished before 1985 or without further cost escalation.

Best performance

It is interesting, therefore, that one of the best excavation performances is being put up by a contractor using a British road-header. Even more interesting perhaps is the fact that this is the only piece of imported equipment – so far as I could discover – being used throughout the tunnel project.

Anderson Mavor's RH-3J has been used by the contractors, Aoki Construction Company, for their 1.5km sector at the northern end of the tunnel. While the traditional rock drill and spoil removal methods of many of the other 16 contractors working on other sectors have run into trouble, the British road-header has enabled Aoki to keep to schedule while using a remarkably small labour force. Each of the two, 10-hour shifts has no more than 20 men on it, including supervising engineers and surveyors. Yet some 1400m of spoil, 70,000m³ in volume, was excavated in 11 months to complete the upper section of the tunnel. Now 56,000m³ is being cut for the bottom section and this should be completed by Christmas.

When fully excavated the tunnel itself will have maximum internal dimensions of 7.5m in height and 9.5m in width. The walls of the tunnel will be of concrete 70cm thick and the areas of concrete at any given cross-section of the tunnel will be 1.34m² at the arch, 5.42m² at the sides and 4.62m² at the base section. The total cross-section area of concrete will therefore amount to 21.38m².

Cutting mainly through a kind of fine sandstone with a hardness of 350kg per cm² the RH-3J removes about 450m³ on a good day. The strains and pressures on any machine asked to do this round the clock are great. Delays are costly since, unlike rock-drilling methods, all progress ceases when the road-header stops.

Good communications

I was interested to know how a British company, some 6,000 miles from base could maintain sufficient reliability to justify their customer's faith in them. The basic answer, as always, is good communications. When I visited the site Bob Affleck, one of Anderson Mavor's development engineers, was in the middle of an eight-week stay in Japan. This is the kind of support that ensures agent loyalty.

Five years ago the British firm changed its arrangements in Japan from Mitsui, which had developed a competitive machine to Nihon Koki, a specialist engineering importer. Nihon Koki almost immediately sold a standard machine to a Japanese coal mine and the next year took three more machines into stock. Two of these were sold to civil engineers and the third used for leasing. The agent held stocks of the more urgent spares, regular visits were made from Britain and urgent needs were always met by air freight.

When Aoki bought the specially-modified machine to do this much more exacting tunnelling job in a remote corner of Hokkaido, a turning point was reached. If this machine performed well several more might be sold. With much goodwill all round, Anderson Mavor, Nihon Koki and Aoki Construction Company have co-operated to ensure first-class performance. Techniques have been evolved for repairs and even major maintenance can be carried out at the tunnel face. No dragging the machine out and losing more time. Local engineering skills have been harnessed to service and refurbish re-usable worn parts.

All this enthusiasm and effort may now pay off. Aoki Construction Company have already won a second contract to cut another 1.2km tunnel on the new Shinkansen route in Hokkaido. This was the prize for their fine performance on the first stage. Other contractors are looking carefully at the road-header and it may even be used on parts of the undersea sectors where traditional blasting and drilling are thought to be a possible cause of seepage and some recent flooding.

It seemed to me on this brief visit that there may well be other kinds of high-grade British equipment that could be brought to the attention of the 17 Japanese major contractors engaged in the tunnelling work. They have a tough job stretching for several years ahead especially on the undersea sectors. Costs must be contained and they value first-class performance. Of course it is necessary to prove that one has a reliable agent and that full product support will be available. But the rewards of getting into the Japanese market could be considerable. This immense tunnel project is one of a number of equal or even larger civil engineering works planned over the coming decade or two.

The Anderson Mavor road-header of the type being used on the Japanese tunnel project.

British cranes for Brazil

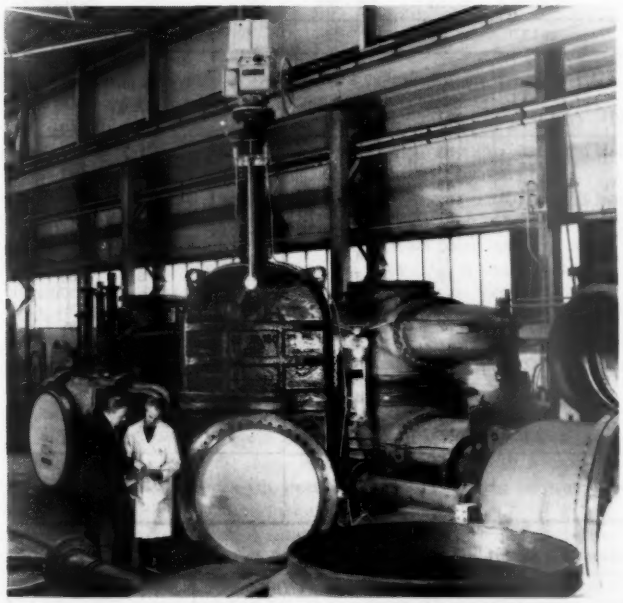
Herbert Morris, the Loughborough-based materials handling group, has signed two orders for Brazil totalling some £2.3 million.

One order is for Companhia Siderurgica Paulista of Sao Paulo and is valued at £1.7 million. It is the first contract signed by the Morris-Fichet consortium and is for 12 steelworks cranes and 18 special hoisting blocks for the sinter and continuous casting plants. Morris is to supply all the engineering know-how as well as the key mechanical parts and control from the UK.

The second order is for six cranes for a mini-steel mill worth some £600,000.

Valves for low temperature control in Canada

Large-bore, steel-bodied valves designed to work in sub-zero conditions for the Canadian petroleum industry during final stages of assembly at the Wigan factory of Triangle Valve Company (Triangle International Group). Under inspection (centre) is a compact, parallel-seated, steel-wafer gate valve recently introduced by Triangle for control of fluids at tank farms, jetty manifolds and pipelines.



NB

The Dutch bought more than £3m per day worth of British goods in 1975
(only the U.S.A. and W. Germany bought more)

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Statistics

The economy: selected indicators

Series are seasonally adjusted except where shown otherwise

	Gross domestic product (average estimate)	Consumers' expenditure	Fixed capital expenditure			Changes in stocks				Balance of payments		
			Total	of which: Manufacturing industry	of which: Distributive and service industries excl. shipping	Total	of which: Manufacturing industry	of which: Wholesalers	of which: Retailers	Current balance	Visible balance	Invisible balance
	at 1970 prices		at 1970 prices			at 1970 prices				at current prices		
Base of index Series in Stock level at end-1975	1970	£ million	£ million			£ million 18,054	10,399	1,807	1,976	£ million		
1970	100	31,644	9,380	2,130	1,799	425	325	68	−14	733	−25	758
1971	102	32,505	9,544	1,991	1,930	70	−148	52	22	1,084	280	804
1972	104	34,402	9,754	1,739	2,071	−18	−145	48	15	154	−702	856
1973	110	35,935	10,008	1,872	2,362	1064	404	102	382	−736	−2,334	1,598
1974	110	35,612	9,805	2,024	2,251	597	666	81	−111	−3,347	−5,220	1,873
1975	108	35,374	9,767	1,737	1,964	−648	−392	−111	−23	−1,673	−3,204	1,531
1973 4th qtr	110	8,986	2,513	467	615	205	91	32	47	−395	−949	554
1974 1st qtr	106	8,853	2,532	510	591	−176	−21	18	−38	−822	−1,288	466
2nd qtr.	111	8,814	2,339	502	562	295	197	43	19	−858	−1,355	497
3rd qtr.	112	8,956	2,418	501	548	373	358	3	−39	−763	−1,242	479
4th qtr.	111	8,989	2,516	511	550	105	133	17	−53	−904	−1,335	431
1975 1st qtr.	110	8,989	2,490	471	497	−176	18	−31	−38	−452	−852	400
2nd qtr.	108	8,851	2,394	444	495	−254	−105	−54	−66	−366	−681	315
3rd qtr.	107	8,776	2,496	416	496	−156	−234	−29	38	−561	−989	428
4th qtr.	108	8,758	2,387	408	476	−62	−70	4	43	−294	−682	388
1976 1st qtr.	109	8,866	2,457	402	460	−33	31	23	12	−39	−473	434
2nd qtr.	108 p	8,789 p		411	475		−130	−22	−55	−553	−1,040	487
% change last 2 qtrs. on prev. 2 qtrs.	+1.2	+0.7	−0.9	−1.1	−3.8							
on a year earlier	−0.2	−1.0	−3.2	−11.1	−5.7							

	Industrial production		Personal expenditure		Prices and costs (NOT seasonally adjusted)					Labour (UK)			Visible Trade (Volume)	
	Total all industries	Total manufacturing industries	Retail sales	Cars: new registrations	Retail prices	% increase on a year earlier	Wholesale prices: all manufacturing industry: basic materials and fuel used	Wholesale prices: all manufacturing industry: manufactured products: home sales	Basic hourly wage rates of manual workers (all industries and services)	Unemployed excluding school leavers and adult students: mid-month count	Unemployed excluding school leavers and adult students: % of total employees	Unfilled vacancies for adults: mid-month count	Export	Import
	at 1970 prices		at 1971 prices	monthly averages									On a balance of payments basis	
Base of index £m in base year Series in	1970	1970	1971 15,895	thousands	Jan. 1974		1970	1970	July 1972	thousands		thousands	at 1970 prices 1970 7,907	1970 7,932
1971	100.4	99.6	100.0	108.5	153.4†	9.4	104.6	109.0	88.9	775.8	3.4	130.9	106.7	104.2
1972	102.7	102.4	105.8	138.6	164.3†	7.1	109.2	114.8	101.4	854.9	3.7	147.3	106.6	116.3
1973	110.2	110.8	110.7	137.1	179.4†	9.2	144.5	123.2	115.6	611.0	2.6	307.0	121.8	133.9
1974	106.3	108.1	109.9	102.8	108.5	16.0	215.3	152.0	138.7	599.5ø	2.6ø	302.2ø	130.1	135.2
1975	101.0	101.4	107.9	97.2	134.8	24.2	235.4	188.7	179.8	929.0	3.9	148.2ø	124.9	125.6
1974 3rd qtr.	108.4	109.9	111.2	107	110.2	17.0	212.9	156.1	144.0	613.7	2.6	308.7	133.4	136.4
4th qtr.	105.0	105.8	111.3	97	115.1	18.2	222.1	164.9	153.5	..	..	..	126.5	133.0
1975 1st qtr.	104.4	105.9	111.3	108	122.0	20.3	220.9	176.0	163.6	737.8	3.1	..	128.9	125.4
2nd qtr.	100.1	100.4	108.9	94	133.6	24.3	225.6	186.3	176.3	847.4	3.6	164.4	122.6	122.2
3rd qtr.	99.4	99.5	105.5	103	139.4	26.6	239.3	193.4	185.5	1,000.0	4.2	133.6	120.0	127.4
4th qtr.	100.3	100.0	105.8	84	144.2	25.3	256.1	199.1	193.8	1,132.1	4.8	113.6	128.3	127.2
1976 1st qtr.	101.5	101.5	107.3	106	149.4	22.5	266.5	206.9	205.5	1,223.2	5.2	115.5	131.6	124.0
2nd qtr.	102.2	103.3	106.7	106	154.9	16.0	292.6	214.4	212.4	1,246.5	5.3	119.6	137.1	137.1
3rd qtr.										1,307.8 p	5.5	124.7 p		
1975 Sept.	100.0	100.1	106.1	120	140.5	26.6	243.2	194.9	186.0	1,034.4	4.4	131.1	121.9	123.1
Oct.	100.6	100.5	104.8	85	142.5	25.9	252.3	197.0	187.5	1,088.7	4.6	118.9	130.5	128.9
Nov.	100.7	100.5	105.2	81	144.2	25.2	256.7	198.9	195.6	1,133.0	4.8	111.8	123.4	128.0
Dec.	99.6	99.0	107.0	87	146.0	24.9	259.5	201.5	198.2	1,174.6	5.0	110.1	130.9	124.7
1976 Jan.	101.0	101.6	109.8	115	147.9	23.4	261.5	204.8	202.1	1,210.5	5.1	111.1	131.5	125.1
Feb.	101.9	101.4	107.1	101	149.8	22.9	263.9	207.3	206.4	1,232.4	5.2	113.5	128.4	127.0
Mar.	101.7	101.6	105.5	101	150.6	21.2	274.2	208.6	207.9	1,226.6	5.2	122.0	134.9	119.9
Apr.	102.1	102.9	108.5	118	153.5	18.9	286.3	211.5	210.1	1,233.7	5.2	123.9	134.8	134.0
May	104.1	105.9	105.7	112	155.2	15.4	292.0	214.8	211.4	1,250.0	5.3	120.6	138.2	139.7
June	100.4	101.0	106.1	88	156.0	13.8	299.6	217.0	215.7	1,255.7	5.3	114.3	138.4	137.7
July	101.9	103.4	108.3	87	156.3	12.9	301.6 p	219.9 p	217.6	1,294.6	5.5	117.6	129.8	140.0
Aug.			108.9	115	158.5	13.8	302.9 p	223.4 p	217.7 p	1,309.4	5.6	127.5	132.3 p	131.7 p
Sept.				94 p						1,319.3 p	5.6	129.0 p		
% change latest 3 months on prev. 3 months	+0.2	+1.4	+1.0	−6.9	+2.5		+6.1	+4.0	+3.4	+4.9		+4.3	−2	+4
on a year earlier	+2.5	+3.6	+2.8	−4.2	+13.5		+28.7	+15.0	+17.7	+30.8		−6.7	+12	+7

p Provisional pe Preliminary estimate † Base of index Jan. 1962 = 100 .. not available ø Average of 11 months

Inquiries: 01-215 3453

Industry's investment intentions for 1976 and 1977

Forms for the Department of Industry's latest survey of investment intentions were sent to contributors at the end of July and the forecasts given below are based on replies received in August and the first half of September. The general picture for manufacturing industry is slightly more optimistic than that indicated by the previous survey carried out in April and May. For distribution and services there is little change from the previous forecast.

Manufacturing industry

Results of the present survey suggest that the volume of investment in 1976 as a whole will be 4-5 per cent below that in the year 1975. This is a slightly smaller fall than estimated from previous surveys and implies that investment in the second half of 1976 will be 4 per cent above that in the first half. The present survey also confirms the large increase in investment in 1977 indicated by earlier surveys and suggests that the rise compared with the year 1976 will be between 15 and 20 per cent.

The only industry group which now appears likely to show an increase in investment in 1976 compared with 1975 is metal manufacturing. The textiles, leather and clothing group is likely to show a further substantial fall and other industries falls of up to 10 per cent. By asset, expenditure on new building work is likely to show a greater fall than expenditure on plant, machinery and vehicles.

Distributive and service industries (excluding shipping)

From the results of the previous inquiry, it seemed probable that the volume of investment by these industries would fall by 5 or 6 per cent in 1976 compared with that in 1975. The latest inquiry has largely confirmed this expectation, but the reduction now appears likely to be 4 or 5 per cent. A small increase in investment is indicated for 1977; it will probably not exceed 5 per cent.

Levels of investment

As a guide to the orders of magnitude involved, some figures of investment in recent years are given below, with rounded central estimates for 1976.

	Industry's capital expenditure (£ million at 1970 prices)	
Year	Manufacturing	Distributive and service industries (excluding shipping)
1970	2,130*	1,799
1971	1,991	1,930
1972	1,739	2,071
1973	1,872	2,362
1974	2,024	2,251
1975	1,737	1,964
1976 (rounded estimate)	1,660	1,880

* Peak.

Notes

The above results are based on the latest of a series of regular surveys directed to a panel of companies, mainly larger companies but including some smaller ones, in manufacturing industry and in the distributive and service industries. The surveys are carried out three times a year. On each occasion returns come in over a period of six to seven weeks but some of them will reflect plans made earlier and it is never possible to be certain how far they reflect recent developments in the economy. Respondents to the latest survey accounted for about 50 per cent of the capital expenditure of manufacturing industry and 35 per cent of expenditure in the distributive and service industries. Respondents' returns are grossed up to give figures of aggregated intentions and these form the basis of the forecasts. The interpretation is not straightforward as contributors' estimates vary around the actual out-turn for the year. The forecasts made are, in general, based on an analysis of the relationships between past expectations and actual capital expenditure. The aggregated intentions used in assessing manufacturing industry's investment are given below.

Since the previous survey there have been retrospective changes to the series for capital expenditure to take account of additional information. The revisions for the distributive and service industries are particularly large, mainly because the coverage of investment in assets for leasing, hiring or renting out has been improved. An article on this subject was published in *Trade and Industry* on 24 September 1976.

Figures from respondents are generally given in expected future prices and their estimates of price rises are used to convert them to volume. This is an additional source of uncertainty in a period of rapidly rising prices.

Exploration and development work in the North Sea is classified as a mining activity and is therefore not included in these figures. The coverage is specifically defined in regular articles in *Trade and Industry* on the results of the quarterly inquiry into capital expenditure the latest of these articles was published on 1 October 1976, and contained a breakdown of expenditure by industry groups.

The figures of manufacturing industry aggregated intentions for recent years have been revised to correspond with the revised actual expenditure figures first published in this journal on 3 September 1976. The series from 1961 to date is given below (the August/September survey was the third main inquiry for 1976 and the first for 1977).

Aggregated investment intentions – manufacturing industry £ million

	Main inquiry			Actual capital expenditure at current prices
	1st	2nd	3rd	
1961	1,260	1,368	1,391	1,248
1962	1,261	1,344	1,316	1,182
1963	1,084	1,219	1,188	1,068
1964	1,110	1,293	1,367	1,232
1965	1,423	1,651	1,553	1,423
1966	1,581	1,691	1,636	1,517
1967	1,586	1,567	1,628	1,485
1968	1,577	1,770	1,734	1,593 (a)
1969	1,957	2,115	2,112	1,868 (a)
1970	2,306	2,520	2,225	2,130
1971	2,354	2,437	2,354	2,187
1972	2,380	2,424	2,303	2,047
1973	2,430	2,624	2,577	2,440
1974	3,131	3,378	3,134	3,147
1975	3,702	3,496	3,747	3,449
1976	4,207	4,326	4,167	
1977	5,049			

(a) After allowing for expenditure estimated at £46 million at current prices brought forward into 1968 from 1969 to secure the higher rate of investment grant.

Inquiries: Manufacturing 01-215 3175/3176
Distribution and services 01-215 3345

Official reserves in September

The UK official reserves rose by $129 million during September following accruals of foreign currency borrowing by the public sector under the exchange cover scheme of $336 million. At the end of September they stood at $5,158 million.

Symbols used in all statistical tables

.. not available	r revised
— nil or less than half	* five week period
the final digit shown	• fifty-three week period
p provisional	

Companies' rate of return on capital employed, 1960 to 1975

This is the second of an annual series of articles* bringing together the latest information on various measures of the rate of return on capital employed by companies. Some of the estimates published in last year's article have been revised and a further year's estimates are now added. The revisions result from changes to the estimates of company profits (columns 1 to 6 of table 1) and corrections and an improved method of estimating the age composition of fixed assets and annual depreciation (columns 8 and 9 of table 1). These revisions do not change the general pattern of the figures for the earlier years.

The latest estimates show that there was a continuation of the decline in the profitability of industrial and commercial companies in 1975, when measured on a replacement costs basis (table 1, columns 5 and 6). The rate of return on capital employed (valued at current replacement costs, and after deducting capital consumption at replacement costs and stock appreciation from net trading income) that year is estimated at about 4 per cent, 1 per centage point lower than in 1974 when the rate of return was already historically very low (table 1, column 6). In 1975 the figure was about half the rate recorded in 1970, the low point of the previous cycle. The rate of return measured at historic costs (column 4) also fell in 1975 but was still well above the level in 1970. The differences between these two measures, both in terms of the levels and changes from year to year, reflect the different effects of increases in prices on historic cost and current cost accounts.

The estimates of rates of return at replacement costs after deducting stock appreciation, in column 6, indicate the long term decline in profitability and the cyclical variations in the figures. Successive peaks, since 1960, have been at 13.2, 11.7, 10.2 and 8.9 per cent and successive troughs, since 1962, have been at 10.4, 9.8 and 7.8 per cent. The long term decline is not as pronounced in terms of the rates

* The first of the annual series of articles appeared in *Trade and Industry* for 24 October 1975 (pages 244-247) updating an article in *Economic Trends* November 1974 'Estimating companies' rate of return on capital employed', a shortened version of which appeared in *Trade and Industry* for 12 December 1974 (page 603).

TABLE 1 Rates of return on capital employed (1)

per cent

	Based on national accounts data						Based on Department of Industry analysis of company accounts			
	Net trading income/net capital stock *plus* book value of stocks						Large listed companies in manufacturing industry			
	All companies			Industrial and commercial companies			Net trading income/net trading assets			
		At current replacement costs			At current replacement costs			At replacement costs		
	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (a)	Before providing for stock appreciation (b)	After providing for stock appreciation (c)	At historic costs (d)	Before providing for stock appreciation (e)	After providing for stock appreciation (f)	Gross income/ gross assets (2) (g)
	(1)	(2)	(3)	(4)	(5)	(6)	(7)	(8)	(9)	(10)
1960	17.5	15.7	12.2	18.8	13.5	13.2	16.5	13.9	13.4	15.7
1961	15.3	14.3	10.5	16.4	11.9	11.4	14.2	11.8	11.4	13.9
1962	13.8	13.2	9.6	14.9	10.8	10.4	12.4	10.2	10.0	12.8
1963	14.9	12.1	10.4	16.0	11.8	11.3	13.3	11.5	11.0	13.4
1964	15.2	11.3	10.6	16.7	12.5	11.7	14.6	12.8	11.9	14.4
1965	14.5	10.7	10.0	16.0	11.9	11.2	13.9	11.9	10.9	13.8
1966	12.8	9.4	8.6	14.3	10.7	9.8	12.0	10.0	9.1	12.5
1967	12.4	9.3	8.9	13.9	10.6	10.2	12.0	10.2	9.6	12.5
1968	13.1	9.8	8.7	14.7	11.2	10.0	13.4	11.3	9.8	13.9
1969	12.0	8.7	7.5	13.8	10.2	8.9	12.5	10.3	8.6	13.6
1970	11.6	8.1	6.4	13.5	9.6	7.8	11.5	8.8	6.6	12.6
1971	12.5	8.5	7.0	14.3	9.8	8.3	12.5	9.1	7.0	13.4
1972	13.8	9.0	7.3	16.1	10.6	8.9	15.0	11.0	8.7	15.1
1973	16.2	9.9	6.7	18.9	11.7	8.2	17.4	12.5	6.9	16.8
1974	15.1	8.2	3.2	18.8	10.5	5.2	17.0	11.4	4.2	16.0
1975	12.1	5.4	2.0	15.7	7.6	3.9	..	..	..	15.0 p

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of return at historic costs (column 4) and at replacement costs before deducting stock appreciation (column 5).

The rates of return obtained from the Department of Industry (DI) analysis of company accounts (columns 7 to 17) also indicate the deteriorating profitability of British industry in 1974 and 1975. The DI analysis is based on the published accounts of large, listed companies operating mainly within the United Kingdom in manufacturing, distribution, construction, transport and certain other services; the results of this analysis are published annually in Business Monitor M3, Company Finance. The preliminary estimates for 1975 shown in columns 10, 11, 14 and 15 are based on data obtained so far from almost two-thirds of the listed companies whose accounts are being analysed for the next issue of the Business Monitor, or nearly half the total number of listed companies in the full analysis. The figures are, therefore, subject to revision when the analysis for accounts ending in the financial year 1975/76 has been completed. The companies included in the DI analysis cannot necessarily be taken as being representative of the whole of the industrial and commercial company sector. For this reason, and because of differences in definitions and sources of data, the levels of the figures in columns 7 to 17 cannot directly be compared to those in columns 1 to 6. The overall trends and cyclical variations can, however, be compared and, in many ways, these are more important. For the period 1960 to 1975 there is a contrast in the movement between the historic costs and book value rates of return (columns 1, 4 and 7 to 17) on the one hand and those computed on a replacement costs basis after providing for stock appreciation (column 3, 6 and 9) on the other. While the former achieved levels in 1973 which were generally higher than any previous peaks in the period covered by this article and the latest figures are not as low as those recorded for 1970, the latter show a pronounced longer term decline. The replacement costs rates of return before deducting stock appreciation follow a pattern somewhere in-between.

An additional table in this year's article is table 2 which shows the national accounts estimates of capital consumption and net capital stock for financial, industrial and commercial companies and all companies, at historic and replacement costs. This table appeared as appendix II of the November 1974 *Economic Trends* article 'Estimating companies' rate of return on capital employed' and is included largely for reference. The table contains the Central Statistical Office's historic costs estimates which are not published elsewhere. Only the replacement costs estimates appear in the National Income and Expenditure 'Blue Book' (see tables 12.9 and 12.11 of the recently published editions for 1965-1975).

The detailed definitions of the rates of return in table 1 are set out in table 3. There are a number of problems, mainly of definition, in calculating these rates of return; these are discussed fully in the

TABLE 1 Rates of return on capital employed (1) *continued*

per cent

Based on Department of Industry analysis of company accounts

Large listed companies in manufacturing industry			Large listed companies in manufacturing, distribution and certain other services				
	Net income after all interest charges/shareholders' interest				Net income after all interest charges/shareholders' interest		
Net income/ net assets (2) (h)	Before tax (3) (i)	After tax (3) (8) (j)	Gross income/ gross assets (2) (g)	Net income/ net assets (2) (h)	Before tax (3) (i)	After tax (3) (8) (j)	
(11)	(12)	(13)	(14)	(15)	(16)	(17)	
15.7	18.3	10.0	15.9	16.0	18.5	10.2	1960
13.4	15.5	8.4	14.3	13.9	16.1	8.7	1961
12.1	13.8	7.5	13.3	12.7	14.6	7.9	1962
12.9	14.8	8.0	13.9	13.5	15.5	8.5	1963
14.2	16.6	9.2	14.9	14.7	17.2	9.5	1964
13.4	15.6	10.1	14.2	13.9	16.1	10.4	1965
11.8	13.7	6.4	13.0	12.3	14.3	6.7	1966
11.9	14.1	7.4	13.0	12.4	14.8	7.6	1967
13.7	16.7	8.7	14.4	14.2	17.2	8.8	1968
13.3	16.0	8.1	14.3	14.1	16.4	8.4	1966
12.1	14.5	7.8	13.5	13.1	15.8	8.4	1970
13.1	15.7	9.1	14.3	14.0	17.0	9.6	1971
15.4	18.9	12.1	16.1	16.4	20.4	13.1	1972
17.7	21.5	13.8	17.4	18.0	22.2	14.1	1971
16.5	20.0	13.7	16.2	16.3	19.8	13.4	1974
15.1 p	..	..	15.3 p	14.9 p	..	..	1975

(1) For definitions, see lettered references in Table 3.
(2) Based on book value of depreciation and assets as recorded in company accounts; these have not been adjusted to take account of the treatment of investment grants and building grants.
(3) Net income after tax includes only those investment grants separately distinguished in company accounts.

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article in the November 1974 *Economic Trends*, This note and the *Economic Trends* article deal only with accounting rates of return. These measure the return achieved in a particular year on total capital employed on all projects then in existence, including both those projects started at various times in the past and those starting during the current year. The note does not cover 'internal' rates of return which measure the return on an individual project based on the net receipts from the project over its whole life.

There are a number of different measures of rates of return, depending upon the definition of profits and capital employed, to meet different purposes. For economic analysis it is best to relate trading income to trading assets, and to exclude non-trading activities. For questions relating to the total availability and use of funds the more appropriate rate is of total income to total capital employed. It is desirable to relate income to capital employed including short-term loans, rather than to only long-term capital, because much short-term capital, eg bank overdrafts, is renewed each year. There are advantages in using rates based on assets both gross and net of depreciation but for companies in aggregate the results generally do not differ sufficiently to outweigh the convenience of using only net assets, since such net rates are widely used and accepted.

For a measure of the return on risk capital the appropriate rate is profits after depreciation and interest payments but before tax to the shareholders' interest. The simplest way of measuring post-tax rates of return is to express post-tax profits as a ratio of the shareholders' interest, but these post-tax rates involve more approximations than pre-tax rates and added caution is needed in interpreting them, particularly in the short run. Longer-term comparisons of post-tax rates of return are probably better and less subject to irregular variation. Rates of return after allowing for depreciation on a replacement costs basis and stock appreciation are more meaningful economically than those allowing for depreciation at book values but, because the latter are widely used, figures on that basis have also been compiled.

Inquiries concerning this article should be addressed to: Home Financial Statistics (Room 241c), Economics and Statistics Division 6a, Departments of Trade, Industry and Prices and Consumer Protection, 1 Victoria Street, London, SW1H 0ET (tel. 01-215 3132).

TABLE 2 National accounts estimates of capital consumption and net capital stock for financial companies and industrial and commercial companies

CAPITAL CONSUMPTION £ million

	At current replacement costs (1)			At historic costs		
	All companies	Financial companies	Industrial and commercial companies	All companies	Financial companies	Industrial and commercial companies
1959	761	12	749	511	7	504
1960	806	12	794	554	8	546
1961	879	15	864	609	10	599
1962	942	17	925	667	12	655
1963	1,000	19	981	718	14	704
1964	1,072	21	1,051	788	16	772
1965	1,170	23	1,147	848	20	828
1966	1,274	27	1,247	929	24	905
1967	1,324	31	1,293	994	29	965
1968	1,414	38	1,376	1,059	35	1,024
1969	1,563	48	1,515	1,153	43	1,110
1970	1,778	62	1,716	1,266	56	1,210
1971	2,044	82	1,962	1,392	70	1,322
1972	2,312	104	2,208	1,540	92	1,448
1973	2,677	136	2,541	1,704	121	1,583
1974	3,323	188	3,135	1,913	148	1,765
1975	4,454	266	4,188	2,241	184	2,057

NET CAPITAL STOCK OF FIXED ASSETS (OTHER THAN LAND) £ thousand million

	At current replacement costs (1)			At historic costs		
	All companies	Financial companies	Industrial and commercial companies	All companies	Financial companies	Industrial and commercial companies
1959	16.8	0.4	16.4	11.2	0.2	11.0
1960	18.1	0.4	17.7	12.4	0.3	12.1
1961	19.7	0.5	19.2	13.9	0.3	13.6
1962	21.2	0.5	20.7	15.1	0.4	14.7
1963	22.7	0.6	22.1	16.4	0.5	15.9
1964	24.5	0.7	23.8	17.9	0.6	17.3
1965	26.8	0.9	25.9	19.6	0.7	18.9
1966	28.6	1.0	27.6	21.3	0.8	20.5
1967	29.4	1.2	28.2	22.0	0.9	21.1
1968	32.3	1.4	30.9	24.1	1.1	23.0
1969	36.2	1.7	34.5	26.3	1.4	24.9
1970	41.2	2.2	39.0	28.9	1.7	27.2
1971	46.7	2.8	43.9	31.7	2.2	29.5
1972	54.1	3.5	50.6	34.6	2.6	32.0
1973	66.5	4.8	61.7	38.3	3.4	34.9
1974	85.7	6.7	79.0	43.3	4.2	39.1
1975	107.8	8.7	99.1	49.6	5.1	44.5

(1) Figures for 1965–1975 published in National Income and Expenditure 1965–1975. Source – Central Statistical Office.

TABLE 3 Definition of selected rates of return given in Table 1

Profits	Capital employed	Sources of data
Based on national income data		
(a) Net trading income at historic costs (gross trading profits *plus* rent received by these companies *less* capital consumption at historic costs).	Net capital stock (fixed assets other than land) of these companies at historic costs *plus* book value of stocks.	National Income and Expenditure 'Blue Book' and Central Statistical Office
(b) Net trading income at replacement costs before providing for stock appreciation (gross trading profit *plus* rent received by these companies *less* capital consumption at replacement costs).	Net capital stock (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks.	
(c) Net trading income at replacement costs after providing for stock appreciation (gross trading profits *plus* rent received by these companies *less* capital consumption at replacement costs and *less* stock appreciation).	Net capital stock (fixed assets other than land) of these companies at replacement costs *plus* book value of stocks.	
Based on company account data from DI analysis of company accounts		
Before tax		
(d) Net trading income before interest at historic costs (gross trading income *less* depreciation at historic costs).	Net trading assets at historic costs (tangible net fixed assets at historic costs *plus* net current assets other than investments, bank overdrafts and loans, dividend provisions and corporation tax payable in next fiscal year).	Monopolies and Mergers Commission
(e) Net trading income before interest at replacement costs (gross trading income *less* depreciation at replacement costs).	Net trading assets at replacement costs (tangible net fixed assets at replacement costs *plus* net current assets other than investments, bank overdrafts and loans, dividend provisions and corporation tax payable in next fiscal year).	
(f) Net trading income before interest at replacement costs *less* stock appreciation.	Net trading assets at replacement costs.	
(g) Gross income *less* short-term interest.	Gross assets at book values (fixed and intangible assets before deduction of accumulated depreciation *plus* current assets and investments *less* current liabilities including bank overdrafts and loans, dividend provisions and after 1967 corporation tax payable in next fiscal year).	Business Monitor, *M3, Company Finance*
(h) Net income (gross income *less* short-term interest and depreciation at book values).	Gross assets at book values as in (g) *less* accumulated depreciation.	
(i) Net income *less* all interest payments (gross income *less* all interest payments and depreciation at book values).	Shareholders' interest (ordinary and preference shares *plus* capital, revenue and deferred tax reserves *plus* dividends outstanding at the end of the year *plus* minority interests and *less* goodwill and intangible assets).	
After tax		
(j) Net income *less* all interest payments, *less* company tax charge other than deferred tax, *less* income tax payable on ordinary and preference dividends, *plus* investment grants.	Shareholders' interest.	

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Retail sales in August

Volume

The final seasonally adjusted index of the volume of retail sales in August is 108.9 (1971 = 100), rather higher than the provisional estimate of 108. The figure suggests a further, small increase in trade following the recovery in July from the lower levels of May and June.

Due to increased trade in July and August, the volume of sales in the three months June to August was 1 per cent higher than in the previous three months. However, the average level of trade during the first eight months of 1976 was still about ½ per cent below the annual average for 1975.

For the main components of total trade, sales by durable goods shops were 5 per cent higher in the June to August period, compared with the previous three months. Sales by clothing and footwear shops were up by 2 per cent, and sales by 'other non-food' shops, which include department stores and mail-order businesses, rose by 1 per cent. Sales by food shops fell marginally between these periods.

Value

Based on non-seasonally adjusted data, the value of total retail sales in August was 17 per cent higher than in August 1975. In the first eight months of 1976, the average value of sales was 14 per cent higher than in the corresponding period of 1975.

The indices for all shops, food shops and total non-food shops are shown to the first decimal place to help interpretation, but should not be regarded as necessarily accurate to the final digit. The best indication of the recent trend is normally obtained by comparing the average index for the latest three months with the average for the immediately preceding three months but month to month fluctuations may sometimes make it preferable to average two or four months.

When using the volume figures, it should be borne in mind that, when price increases are large, the various problems associated with revaluation of the value series to constant prices become more acute. Thus, the relative accuracy with which volume changes have been measured is likely to have been reduced in recent periods.

The monthly periods consist of four weeks except those marked * which are of five weeks. The August 1976 sales period was the four weeks from 1 August 1976 to 28 August 1976. The corresponding period in 1975 was the four weeks from 3 August 1975 to 30 August 1975.

The value estimates are compiled inclusive of VAT, and will, therefore, reflect changes in the rates of VAT. The volume estimates, however, are not affected by these changes since the retail price indices used to 'deflate' the value data are themselves inclusive of VAT.

The seasonally adjusted series include, where appropriate, adjustments to make allowance for the inclusion of an extra week in the January 1975 trading period. (See Technical Note in *Trade and Industry* of 14 March 1975.)

The press notice giving the *provisional* estimates of the seasonally adjusted index of the volume of retail sales for September and the increase in the value of sales compared with a year earlier will be published later this month.

Telephone inquiries about the retail sales statistics should be made to 01-215 3705.

TABLE 1 Volume of retail sales seasonally adjusted

Index numbers of sales per week (average 1971 prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	105.8	101.5	109.0	105	115	109
1973	110.7	101.0	117.7	109	127	118
1974	109.9	101.8	115.9	107	123	117
1975	107.9	99.3	114.2	108	121	115
1974 1st quarter	109.6	100.2	116.4	107	122	119
2nd quarter	107.8	101.1	112.6	104	118	115
3rd quarter	111.2	103.0	117.2	110	125	118
4th quarter	111.3	102.8	117.5	107	128	119
1975 1st quarter	111.3	101.1	118.6	111	129	118
2nd quarter	108.9	98.6	116.3	108	130	116
3rd quarter	105.5	97.9	111.0	108	111	112
4th quarter	105.8	99.4	110.4	105	112	112
1976 1st quarter	107.3	99.5	113.1	108	118	114
2nd quarter	106.7	99.3	112.1	106	121	112
1975 June *	104.1	97.7	108.7	108	103	111
July	105.4	97.7	111.0	110	109	112
August	104.8	97.5	110.2	109	113	110
September *	106.1	98.6	111.6	106	112	114
October	104.8	98.5	109.3	106	108	111
November	105.2	99.6	109.3	102	111	112
December *	107.0	100.1	112.1	107	117	113
1976 January	109.8	100.1	116.9	110	125	117
February	107.1	99.5	112.6	107	121	112
March *	105.5	98.9	110.4	106	112	112
April	108.5	101.4	113.6	106	128	112
May	105.7	98.3	111.1	105	117	112
June *	106.1	98.4	111.8	107	119	111
July	108.3	99.5	114.7	107	127	114
August	108.9	99.5	115.8	109	128	115
1976 March-May	106.5	99.5	111.6	106	119	112
June-August	107.6	99.1	113.9	108	124	113
Percentage increase	1.0	−0.4	2.1	2	5	1

TABLE 2 Value of retail sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1971 = 100

(Sales in 1971 £ million Provisional estimates)	All kinds of business (15,895)	Food shops (6,693)	Non-food shops Total (9,202)	Clothing and footwear shops (2,314)	Durable goods shops (1,801)	Other non-food shops (†) (5,087)
1971	100.0	100.0	100.0	100	100	100
1972	112.0	108.9	114.2	112	118	114
1973	126.9	122.8	129.9	128	136	128
1974	146.7	144.5	148.2	149	143	150
1975	174.5	174.6	174.4	172	166	178
1974 1st quarter	136.6	134.6	138.1	139	134	139
2nd quarter	141.0	139.9	141.7	142	136	144
3rd quarter	150.9	147.9	153.1	157	147	154
4th quarter	158.2	155.7	160.0	159	155	162
1975 1st quarter	165.8	162.5	168.2	170	162	169
2nd quarter	173.7	172.3	174.8	168	177	177
3rd quarter	177.0	178.7	175.7	175	161	181
4th quarter	182.1	186.0	179.2	173	166	187
1976 1st quarter	190.2	192.9	188.3	183	176	195
2nd quarter	193.9	199.2	190.0	184	179	197
1975 June *	171.1	174.7	168.4	171	150	174
July	175.3	176.3	174.5	176	160	179
August	175.8	178.3	174.0	176	160	178
September *	179.2	180.9	177.9	173	162	186
October	177.8	181.0	175.5	173	158	183
November	180.8	185.9	177.1	168	165	186
December *	186.4	190.2	183.8	178	173	190
1976 January	193.2	191.5	194.4	185	185	202
February	189.6	193.7	186.7	182	179	192
March *	188.3	193.3	184.7	182	166	192
April	195.3	200.9	191.3	183	187	196
May	192.1	197.4	188.3	180	175	196
June *	194.2	199.4	190.4	188	175	197
July	199.9	204.0	196.9	189	189	203
August	204.3	208.9	200.9	194	189	208
1976 March-May	191.6	196.9	187.8	182	175	195
June-August	199.1	203.7	195.6	190	183	202
Percentage increase	3.9	3.5	4.2	4	5	4

(†) Including department stores and mail order businesses.

Detailed statistics of UK overseas trade

Each month the Overseas Trade Statistics give a considerable amount of detail about United Kingdom imports, exports of commodities and, for many of them the most important countries. The information in these statistics is a summary of much more detailed information. This is derived from declarations made by traders to HM Customs and Excise under the descriptions in the Tariff and Overseas Trade Classification (which has over 11,000 commodity headings); there are 199 specified countries.

The fully detailed information is not published on a monthly basis but, when circumstances allow, HM Customs and Excise can supply detailed information about trade under individual descriptions of the Tariff and Overseas Trade Classification and with individual countries or through United Kingdom ports, either for particular months or for longer periods. A charge is made which covers the cost of the service.

Applications should be made to the Statistical Office, Bill of Entry Section, HM Customs and Excise, 27 Victoria Avenue; Southend-on-Sea, Essex, SS2 6AL (Tel. Southend (0702) 49421, ext. 316 or 323 for Imports, or ext. 314 or 315 for Exports; Telex 99112 CUSEX Southend).

Hire-purchase and other instalment credit business in August

New instalment credit advanced by finance houses and retailers amounted to £304 million in August (seasonally adjusted). This was a fairly substantial increase on lending in recent months and was mainly attributable to an increase in retailers' credit business. In the latest three months June-August, however, total advances by finance houses were 3 per cent more than in the previous three months and advances by retailers increased by 2 per cent.

The average weekly value of retailers' instalment credit sales in August reached its highest level so far this year because of a substantial increase in the value of sales by 'other instalment credit retailers' - mainly mail order businesses. In the last three months together the increase in sales over the previous three months was much less pronounced. The total increase between the three-month periods for all kinds of retail business covered by the statistical inquiry was 2 per cent, made up of a 4 per cent increase in durable goods shops' credit sales, a 4 per cent increase by department stores and a 1 per cent increase by other instalment credit retailers.

Debt outstanding on all instalment credit agreements increased by £38 million in August and by £94 million in the June-August period compared with £59 million in March-May. Most of the increase was in debt to finance houses which went up by £62 million in June-August following an increase of £48 million in the March-May period. The corresponding increases in amounts outstanding to retailers were £32 million and £11 million respectively. At the end of August the total debt to retailers and finance houses was £2,430 million (*not* seasonally adjusted), 8 per cent more than a year earlier.

Inquiries: 01-215 3162.

TABLE 1 Hire-purchase and other instalment credit business seasonally adjusted

£ million

	Total		Finance houses†		Retailers‡	
	New credit extended	Change in debt	New credit extended	Change in debt	New credit extended	Change in debt
1971	2,053	240	990	165	1,063	75
1972	2,497	424	1,222	296	1,275	128
1973	2,871	438	1,453	332	1,418	106
1974	2,517	−155	1,037	−160	1,480	5
1975	2,987	−10	1,201	−55	1,786	45
1974 3rd quarter	651	−22	269	−32	382	10
4th quarter	678	−24	277	−33	401	9
1975 1st quarter	711	−9	286	−11	425	2
2nd quarter	759	14	309	−11	450	25
3rd quarter	748	−5	303	−17	445	12
4th quarter	769	−10	303	−16	466	6
1976 1st quarter	838	35	343	2	495	33
2nd quarter	873	76	385	59	488	17
1975 December	265	6	109	3	156	3
1976 January	282	13	111	−8	171	21
February	276	13	111	2	165	11
March	280	9	121	8	159	1
April	291	25	127	16	164	9
May	291	25	126	24	165	1
June	291	26	132	19	159	7
July	290	30	126	24	164	6
August	304	38	129	19	175	19
1976 Mar.-May	862	59	374	48	488	11
Jun.-Aug.	885	94	387	62	498	32
Percentage increase	3		3		2	
Debt outstanding at 31 December 1975 (unadjusted)	—	2,320	—	1,423	—	897

† Direct business only: ie excluding agreements block discounted with finance houses by retailers.

‡ Durable goods shops, department stores and 'other instalment credit retailers'. For further definitions see footnote to Table 2.

TABLE 2 Retailers' instalment credit sales seasonally adjusted

Index numbers of value of sales per week (current prices) 1966 = 100

	Total†	Durable goods shops	Department stores	Other instalment credit retailers‡
HP and other instalment credit sales in 1966§				
£ million	(862)	(327)	(46)	(489)
1971	134	138	138	131
1972	158	162	157	155
1973	176	165	181	183
1974	184	132	193	217
1975	217	161	231	254
1974 3rd quarter	190	138	207	223
4th quarter	199	148	213	231
1975 1st quarter	207	153	228	241
2nd quarter	220	174	223	250
3rd quarter	217	157	229	257
4th quarter	226	163	242	267
1976 1st quarter	240	189	262	272
2nd quarter	238	187	226	273
1975 December*	226	169	241	262
1976 January	250	204	270	278
February	240	187	257	274
March*	232	180	260	265
April	240	188	200	279
May	241	185	229	280
June*	233	187	246	263
July	240	196	239	270
August	256	194	241	300
1976 Mar.-May av.	238	184	232	274
Jun.-Aug. av.	243	192	242	277
Percentage increase	2	4	4	1

† Durable goods shops, department stores and 'other instalment credit retailers'.

‡ General stores (other than departmenf stores), general mail order houses and co-operative societies' non-durable goods departments.

§ Excluding sales against checks issued by other organisations.

The monthly periods for retailers consist of four weeks except those marked * which are of five weeks. The period covered by August 1976 sales was the four weeks from 1 August 1976 to 28 August 1976. The corresponding period in 1975 was from 3 August 1975 to 30 August 1975.

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National Food Survey: household food consumption in the second quarter of 1976

The main results of the National Food Survey for the second quarter of 1976 are summarised in the accompanying tables. The estimates are derived from records provided by a sample of 2,038 households throughout Great Britain.

Average expenditure on food bought for consumption in the home (excluding sweets and soft drinks) rose by 19p (4.6 per cent) compared with the previous quarter, to £4.33 per person per week. The increase in expenditure was slightly greater than that in the general level of food prices and implies an increase of 0.4 per cent in the real value of household food purchases per head. This increase in real value was due to a shift in dietary pattern, decreased consumption of carcase meat and potatoes being more than offset by increased consumption of other vegetables, fruit, poultry, processed meats, canned fish, bread, cakes and biscuits. Some, but not all, of these changes may have been due to the exceptionally hot weather, particularly towards the end of the period. Compared with the second quarter of 1975, however, average expenditure rose by 58p (15.5 per cent), while the general level of food prices paid by housewives rose by 16.8 per cent, implying a fall of 1.1 per cent in real value. This fall was principally due to the shortage of potatoes, but there

TABLE 1 Estimates of average household food consumption

oz per person per week (a)

	Year 1974	Year 1975	2nd quarter 1975	1st quarter 1976	2nd quarter 1976
Liquid milk (pints)	4.74	4.76	4.83	4.82	4.63
Other milk (eq. pints)	0.35	0.33	0.31	0.31	0.38
Cheese	3.74	3.79	3.84	3.66	3.98
Butter	5.61	5.63	5.80	5.53	5.03
Margarine	2.60	2.60	2.47	2.85	3.00
Lard and compound cooking fat	1.82	1.97	1.95	2.02	1.63
Eggs: purchases (number)	3.94	3.97	4.01	4.05	4.01
consumption (number)	4.09	4.14	4.16	4.21	4.19
Preserves	2.47	2.43	2.24	2.29	2.33
Sugar	13.03	11.29	10.09	12.27	11.53
Beef and veal	7.41	8.32	7.45	8.20	7.30
Mutton and lamb	4.11	4.25	4.24	4.73	3.84
Pork	3.20	2.73	2.37	3.11	2.10
Bacon and ham, uncooked	4.18	3.99	3.96	3.95	4.10
Bacon and ham, cooked (including canned)	0.93	1.00	1.01	0.78	1.03
Poultry and cooked chicken	5.18	5.73	5.62	5.43	6.63
Other cooked meat (not canned)	0.62	0.59	0.72	0.48	0.56
Other canned meat	2.09	2.21	2.15	2.15	2.23
Offals	1.05	1.15	1.16	1.29	1.10
Sausages, uncooked	3.50	3.22	3.17	3.35	3.06
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	0.64	0.75	0.88	0.62	0.77
all others (not frozen)	2.24	2.21	2.21	2.17	2.05
Fish, fresh and processed	2.76	2.76	2.55	2.51	2.59
Canned fish	0.60	0.66	0.72	0.50	0.74
Fish and fish products, frozen	0.96	1.05	1.18	1.26	1.27
Fresh green vegetables	12.70	11.58	10.65	10.54	12.83
Tomatoes, fresh	3.74	3.87	3.87	1.97	4.03
Other fresh vegetables	10.20	9.92	7.65	11.84	9.11
Frozen vegetables	2.66	3.26	3.93	2.89	3.48
Canned tomatoes	0.94	0.98	1.06	1.16	1.24
Canned peas	2.76	2.76	3.00	2.73	2.77
Canned beans	3.58	3.83	3.90	4.19	3.78
Potatoes (excluding processed) purchases	41.58	41.08	40.83	34.54	26.81
consumption	45.66	43.90	41.87	36.67	28.09
Citrus fruit	4.58	4.92	5.69	6.13	6.05
Bananas	2.86	2.87	3.10	2.57	3.24
Apples	7.08	6.77	6.13	6.91	7.27
All other fresh fruit	3.27	2.95	2.45	0.99	3.16
Canned fruit	3.70	3.75	3.88	3.31	3.74
Dried fruit, nuts and fruit and nut products	1.20	1.27	0.83	1.11	1.08
Flour	5.30	5.16	4.38	5.79	5.60
White bread	28.24	27.68	27.91	26.75	26.99
Brown, wholewheat and wholemeal bread	2.64	3.30	3.34	3.22	3.67
Other bread	2.62	2.69	2.72	3.04	2.96
Buns, scones and teacakes	0.94	1.12	0.98	1.15	1.07
Cakes and pastries	3.51	3.12	3.21	2.47	2.80
Chocolate biscuits	1.12	0.95	0.90	1.02	1.00
Other biscuits	4.51	4.64	4.76	4.40	4.66
Breakfast cereals	2.88	3.05	3.08	3.17	3.28
Oatmeal and oat products	0.53	0.50	0.37	0.63	0.29
Canned milk puddings	1.57	1.56	1.48	1.45	1.38
Tea	2.24	2.18	2.13	2.20	2.21
Instant coffee	0.51	0.50	0.47	0.52	0.46
Canned soups	3.46	2.98	2.44	4.09	2.23
Pickles and sauces	1.55	1.71	1.82	1.65	1.69

(a) Except where otherwise stated.

Source: Ministry of Agriculture, Fisheries and Food.

Social Trends No. 6

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were also decreases in consumption of milk, carcase meat and butter, offxet by increases in consumption of poultry, sugar, margarine and fresh fruit.

Household consumption of liquid milk averaged 4.63 pints per person per week in the second quarter of 1976 and was significantly lower (by a fifth of a pint) than in the previous quarter or the second quarter of 1975, but a third of this decrease was offset by increased consumption of processed milk. Purchases of cheese reached a new high level of 3.98 oz per person per week, but compared with the previous quarter and with the second quarter of 1975 there was a decrease in consumption of continental varieties. A rise of 11 per cent in the average price of butter compared with the previous quarter was accompanied by a fall in consumption to 5.03 oz, its lowest level for nearly four years, but there was a less than proportionate increase in consumption of margarine to 3.00 oz, the increase being entirely in purchases of soft margarine. Purchases of lard and compound cooking fat fell to 1.63 oz, the lowest level recorded since 1948, but purchases of other oils and fats were fully maintained. Average consumption of all kinds of fats purchased as such was about ½ oz less than in the previous quarter or in the second quarter of 1975.

Averaged over the whole quarter, consumption of eggs was virtually unchanged at 4.19 eggs per person per week, but there were signs that demand was weakening throughout the quarter.

Compared with the previous quarter, average purchases of sugar fell to 11.5 oz and may now be resuming their long-term downward trend, while consumption of preserves was fully maintained.

Average consumption of carcase meat fell from 16.05 oz per person per week in the previous quarter and 14.05 oz a year ago to 13.24 oz, its lowest level for three years, and it appears that demand was adversely affected by the warm weather. The components of the overall decrease of 0.81 oz (6 per cent) compared with the corresponding period of 1975 were beef 0.15 oz (a decrease of 2 per cent), lamb 0.40 oz (9 per cent), and pork 0.27 oz (11 per cent). In contrast, average consumption of poultry, at 6.63 oz, was greater by 1.01 oz (18 per cent), but consumption of all other meat and meat products, at 15.91 oz, was 0.29 oz less (2 per cent). Purchases of canned fish recovered to 0.74 oz per person per week, practically the same as a year before, but there was little change in consumption of other fish at 3.86 oz.

TABLE 2 Estimates of average household food expenditure

per person per week

	Year 1974	Year 1975	2nd quarter 1975	1st quarter 1976	2nd quarter 1976
Total household food expenditure	£3.10	£3.77	£3.75	£4.14	£4.33
	p	p	p	p	p
Liquid milk	22.88	30.47	28.96	40.19	38.74
Other milk	3.06	3.59	3.58	3.61	4.83
Cheese	8.77	10.38	10.45	11.20	12.37
Butter	7.78	9.95	9.97	11.43	11.58
Margarine	3.13	3.90	3.81	4.23	4.50
Lard and compound cooking fat	1.94	2.47	2.47	2.34	1.90
Eggs	12.31	12.54	12.93	13.56	14.28
Preserves	2.54	3.56	3.29	3.32	3.57
Sugar	5.23	9.38	9.10	8.87	8.27
Beef and veal	26.62	32.51	29.36	36.66	33.16
Mutton and lamb	11.68	13.12	13.17	15.42	13.86
Pork	9.01	9.61	8.89	11.44	8.90
Bacon and ham, uncooked	13.82	15.58	15.19	17.89	18.49
Bacon and ham, cooked (including canned)	4.58	5.44	5.35	4.51	6.48
Poultry and cooked chicken	9.16	12.24	12.00	11.93	15.16
Other cooked meat (not canned)	2.44	2.64	3.05	2.37	2.82
Other canned meat	5.38	6.18	5.97	6.22	6.96
Offals	2.73	3.22	3.19	3.54	3.18
Sausages, uncooked	6.56	6.92	6.66	7.97	7.45
Other meat products:					
meat pies and sausage rolls (ready-to-eat)	1.29	1.81	2.05	1.65	2.11
All other (not frozen)	5.28	6.01	5.82	6.66	6.53
Fish, fresh and processed	8.38	9.58	9.03	9.75	9.78
Canned fish	2.26	2.82	3.12	2.13	3.10
Fish and fish products, frozen	2.88	3.31	3.72	4.54	4.70
Fresh green vegetables	5.58	6.32	7.22	6.43	7.57
Tomatoes, fresh	4.23	5.31	8.09	3.80	8.41
Other fresh vegetables	5.54	6.55	6.92	7.62	8.42

	Year 1974	Year 1975	2nd quarter 1975	1st quarter 1976	2nd quarter 1976
	p	p	p	p	p
Frozen vegetables	2.91	4.25	4.89	4.57	5.59
Canned tomatoes	0.87	0.97	1.06	1.11	1.13
Canned peas	1.59	2.03	2.16	2.13	2.20
Canned beans	2.56	3.14	3.20	3.56	3.26
Potatoes (excluding processed)	7.92	13.64	12.78	21.14	23.25
Citrus fruit	3.03	3.72	4.13	4.96	4.76
Bananas	2.18	2.62	2.87	2.42	3.17
Apples	4.32	5.38	6.00	5.44	6.30
All other fresh fruit	2.54	2.72	2.20	1.00	2.64
Canned fruit	3.66	4.41	4.49	4.08	4.68
Dried fruit, nuts and fruit and nut products	2.23	2.53	1.74	2.14	2.35
Flour	2.13	2.11	1.81	2.24	2.25
White bread	14.69	16.42	16.69	16.55	17.43
Brown, wholewheat and wholemeal bread	1.78	2.47	2.51	2.61	3.07
Other bread	3.14	3.66	3.76	4.14	4.10
Buns, scones and teacakes	1.36	1.85	1.65	1.88	2.16
Cakes and pastries	6.95	7.74	7.96	6.48	7.65
Chocolate biscuits	2.79	3.08	2.96	3.39	3.51
Other biscuits	5.98	8.04	8.15	7.80	8.45
Breakfast cereals	3.70	4.95	4.98	5.39	5.57
Oatmeal and oat products	0.45	0.50	0.37	0.65	0.34
Canned milk puddings	0.85	1.12	1.06	1.11	1.08
Tea	5.49	6.00	5.85	6.35	6.45
Instant coffee	3.83	4.19	3.96	5.29	5.15
Canned coups	2.26	2.62	2.15	3.76	2.13
Pickles and sauces	1.77	2.52	2.60	2.76	2.71
Other foods	23.52	29.26	29.77	32.09	34.72

Source: Ministry of Agriculture, Fisheries and Food.

TABLE 3 Nutritional value of household food as a percentage of recommended intakes (a) (b)

	National averages					Households with four or more children			
	Year 1974	Year 1975	2nd quarter 1975	1st quarter 1976	2nd quarter 1976	Year 1974	Year 1975	Averages of the April-June quarters in the three most recent years	Averages for year ended June 1976
Energy	101	96	94	94	93	95	88	89	89
Protein	123	120	119	119	119	112	106	109	108
Calcium	192	186	187	182	185	163	155	159	154
Iron	108	105	103	102	101	95	91	92	92
Thiamin	125	122	120	120	120	125	121	126	121
Riboflavin	129	126	125	126	125	127	124	128	125
Nicotinic acid equivalent	189	185	181	183	180	185	177	180	179
Vitamin C	181	177	172	139	172	159	154	138	153
Vitamin A (retinol equivalent)	183	198	192	214	213	172	183	180	205
Vitamin D (c)	83	82	82	77	85	70	65	65	69

(a) Department of Health and Social Security. *Recommended Intakes of Nutrients for the United Kingdom*. Reports on Public Health and Medical Subjects, No 120, HMSO, 1969.
(b) All values make allowance for wastage in the home of 10 per cent of the edible portion of food bought, and for expected losses of nutrients during cooking.
(c) The Survey does not evaluate welfare and pharmaceutical sources of this (or any other) vitamin. Furthermore, most adults need no dietary Vitamin D, since they obtain all they need from the action of sunlight on the skin.

Because of the shortage of potatoes, average consumption fell to a new low level of 28.1 oz per person per week in the second quarter of 1976, and the average price paid by housewives for old potatoes (13.2p per lb) was almost as great as that for new (14.6p); a year previously, consumption averaged 41.9 oz and the average price of old potatoes was 3.2p per lb while that of new was 9.9p. Supplies of old potatoes rapidly became exhausted during the quarter, and average consumption of them fell from about 27 oz in April to about a tenth of that amount in June, while the average over the whole quarter was 14.0 oz compared with 31.0 oz a year earlier. The shortage of old potatoes was only slightly alleviated by greater supplies of earlies, consumption of which rose from 4.9 oz in April to 24.6 oz in June, averaging 14.1 oz over the quarter compared with 10.9 oz a year before. Some 28 per cent of households did not buy any potatoes during their week of participation in the survey, and this was barely different from the percentage in the corresponding quarter of the previous year. However, 46 per cent bought amounts of less than 7 lb each and 26 per cent bought amounts of 7 lb or over, compared with 35 per cent and 37 per cent, respectively, in the corresponding quarter of 1975. Average purchases of cooked chips fell to 0.68 oz compared with 1.21 oz a year before, while, in contrast, purchases of instant potato rose to 0.26 oz compared with 0.08 oz, but there was very little change over the year in consumption of other potato products.

Supplies of fresh fruit and vegetables from commercial sources, as well as those from gardens and allotments, were greater than a year previously. Average consumption of fresh greens was 12.83 oz, compared with 10.65 oz in April-June 1975, most of the increase being in consumption of cauliflower, green salads, and early peas and beans. Consumption of tomatoes and of other fresh vegetables was also rather greater at 4.03 oz and 9.11 oz, respectively, but there was some decrease in consumption of canned vegetables and of frozen peas and beans. Consumption of fresh fruit rose to 19.72 oz, its highest second quarter average for five years, the increase compared with the previous year being mainly in consumption of apples, soft fruit and oranges; in spite of these increases, consumption of processed fruit was maintained.

Household purchases of rice and those cereal items in the survey classification which include macaroni, spaghetti and other pasta continued to be stimulated by the shortage of potatoes and (though rather lower than in the previous quarter) averaged 0.69 oz and 2.36 oz per person per week compared with 0.51 oz and 2.20 oz in the second quarter of 1975.

Average purchases of bread increased seasonally to 33.6 oz per person per week compared with 34.0 oz in April-June 1975, and overall purchases of flour confectionery continued to be rather less than a year earlier. Over the year, breakfast cereals gained some further ground over oatmeal and oat products.

The average price of tea continued to decrease in real terms while that of instant coffee again rose sharply, and these changes were accompanied by some small transfer of purchases from the latter to the former.

The nutritional value of this household diet was similar to that in the previous quarter (table 3). There was an increase in vitamin C intakes despite the low consumption of potatoes (a major source of this vitamin), both because the new potatoes which were bought are rich in vitamin C at that time of the year and also because of the high purchases of several fresh vegetables and fruits. Vitamin D intakes also increased, because of the increased purchases of margarine, and the high intakes of vitamin A were maintained because of the continued contribution of liver, carrots and butter. Nutrient intakes in the larger families were also well maintained.

Notes

The National Food Survey, conducted on behalf of the Ministry of Agriculture, Fisheries and Food, is a continuous sampling inquiry into the domestic food consumption, expenditure and nutrition of private households in Great Britain. By obtaining information simultaneously about the quantities, cost and varieties of food purchased by a random sample of housewives, the survey enables comparisons to be made of dietary and food expenditure patterns and of average prices actually paid for food, not only in Great Britain as a whole but also by different kinds of household. Detailed reports are published annually. The latest volume, published on 2 July 1976, gave information on household food consumption and expenditure in 1974.

Production in the cotton industry

Statistics issued by the Textile Statistics Bureau show that in the period January to July 1976 the amount of cloth woven was 2 per cent less than in January to July 1975. Production of single yarn increased by 8 per cent and doubled yarn remained at the same level.

Production in the cotton industry

Annual totals and weekly averages

	Single yarn (†)		Doubled yarn		Woven cloth	
	Cotton yarn (‡)	Spun man-made yarns and mixture yarn, inc. waste	Cotton yarn	Other	Cotton	Man-made fibre and mixtures
	million kg.				million metres	
1968	171.2	67.5	49.9	52.0	668.2	507.3
1969	166.2	73.2	46.8	60.9	661.5	538.1
1970	158.7	77.4	43.2	57.3	627.6	484.3
1971	133.0	83.3	85.0		559.1	479.8
1972	121.4	81.7	75.4		513.0	469.8
1973	115.4	92.5	82.1		453.2	502.3
1974	101.3	87.7	74.7		409.5	505.3
1975	94.4	76.4	68.4		405.4	503.0
1975 January*	1.8	1.5	1.4		8.2	9.7
February	1.9	1.6	1.5		8.8	10.7
March	1.7	1.3	1.3		8.3	9.7
April*	1.8	1.6	1.2		7.7	9.4
May	2.1	1.7	1.5		8.1	10.0
June	1.7	1.6	1.3		8.7	10.1
July*	1.5	1.1	1.1		5.4	7.2
August	1.9	1.5	1.3		8.0	9.4
September	1.4	1.0	1.1		6.4	8.8
October*	2.1	1.6	1.4		8.5	10.9
November	2.1	1.6	1.4		8.7	10.9
December*	1.5	1.2	1.0		5.7	7.8
1976 January	2.3	1.5	1.4		8.6	11.0
February	2.2	1.4	1.4		8.3	10.8
March*	2.3	1.5	1.4		8.3	10.5
April	1.9	1.4	1.2		6.6	8.7
May	2.4	1.7	1.5		8.0	10.5
June*	1.7	1.3	1.1		7.0	8.7
July	1.8	1.3	1.2		4.3	6.8

(†) Spun in the cotton industry. (‡) Including yarns wholly of cotton waste and mixture yarn of cotton and cotton waste. * Average of five weeks.

Inquiries: 01-212 0017 or 01-212 6474.

The BBC Export Promotion Service

The primary aim of the BBC Export Promotion Service is to report Britain's progress as an industrial and trading nation and thus help to promote a favourable climate for exports. Every day the BBC tells the world about British business, industry, finance, technology, agriculture and science. It reports British achievements, progress and know-how, using the export knowledge of its specialist reporters. Products and manufacturers are named in these industrial broadcasts and inquiries resulting are passed on to manufacturers. The BBC broadcasts overseas in English and 39 other languages. Manufacturers who have an interesting story about British inventions, new products, unusual or striking export achievements, participation in overseas fairs, visits abroad, etc., are invited to contact the BBC. Telephone the Export Liaison Manager, BBC External Services, at 01-240 3456, ext. 2393/2039 or write; Export Liaison Manager, BBC External Services, Bush House, London WC2B 4PH.

Output in the wool textile industry

The volume of production in the wool textile industry (as measured by the seasonally adjusted index of production) in July 1976 was 1 per cent more than in July 1975. Statistics issued by the Wool Industry Bureau of Statistics show that in the period January-July 1976 woven fabrics (excluding blankets) were 11 per cent lower than in January-July 1975; deliveries of worsted yarns (excluding semi-worsted yarn) were 5 per cent higher. Production of wool and hair tops was 20 per cent more and that of man-made fibre tops was 6 per cent less.

Output in the wool textile industry

	Consumption	Production			Deliveries			
	Raw wool (clean weight)	Tops		Woollen yarn (†)	Worsted yarn (§)	Woven fabrics (excluding blankets) (‡)		Blankets (†)
		Wool and hair	Man-made fibres			Woollen	Worsted	
	million kilos					million sq. metres		
1968	177.5	96.6	36.4	147.4	98.2	135.8	110.6	27.3
1969	174.5	92.0	42.2	142.2	100.5	130.1	109.2	26.9
1970	153.1	79.7	44.6	129.4	97.6	115.5	99.8	24.6
1971	141.2	66.2	36.6	130.7	93.0	101.9	83.9	28.5
1972	152.3	75.1	45.9	130.9	101.6	99.8	83.7	28.8
1973	136.6	62.2	55.9	135.2	100.0	104.0	88.4	30.6
1974	112.6	43.9	54.8	122.5	87.2	92.1	82.6	28.1
1975	110.6	46.8	44.4	112.1	75.5	76.8	74.6	24.7
1975 1st quarter	27.3	11.2	12.8	29.4	20.4	17.7	20.7	7.6
2nd quarter	29.1	11.9	12.7	29.7	19.4	22.5	19.2	5.0
3rd quarter	25.5	11.4	9.2	24.6	15.7	19.8	17.1	5.7
4th quarter	28.7	12.3	9.6	28.4	19.9	16.8	17.6	6.4
1976 1st quarter	31.0	13.8	11.6	29.4	20.6	16.9	18.2	6.5
2nd quarter		14.5	12.1	27.9	20.3	19.6	16.9	4.4
1975 January	8.9	3.6	4.3	9.9	7.0	6.1	7.3	2.3
February	9.1	3.8	4.2	9.5	6.4	5.6	6.6	2.9
March	9.3	3.9	4.4	10.1	7.0	6.1	6.8	2.5
April	9.6	4.1	4.5	9.8	6.9	7.0	6.5	1.8
May	9.3	3.5	3.7	9.9	6.0	7.2	6.3	1.7
June	10.2	4.3	4.5	10.0	6.4	8.2	6.4	1.6
July	9.0	4.5	3.8	8.0	5.1	6.7	6.4	1.9
August	7.0	2.7	2.2	7.5	4.7	5.9	4.5	1.7
September	9.5	4.2	3.2	9.1	5.9	7.2	6.2	2.1
October	9.7	4.0	3.6	9.9	7.2	6.6	6.4	2.1
November	9.7	4.3	3.6	9.2	6.5	5.4	5.7	1.9
December	9.3	4.0	2.4	9.3	6.2	4.8	5.5	2.4
1976 January	10.0	4.5	4.3	9.5	6.4	5.1	5.8	2.6
February	9.6	4.2	3.2	9.2	6.6	5.3	5.9	1.9
March	11.4	5.1	4.1	10.7	7.6	6.5	6.5	2.0
April	10.4	5.0	3.9	9.5	7.0	5.7	5.5	1.5
May	10.2	4.8	4.6	9.3	7.0	7.0	5.6	1.4
June		4.7	3.6	9.1	6.3	6.9	5.8	1.5
July		4.6	3.8	7.1	5.9	6.1	5.6	1.5

(†) Estimated. (‡) Woven woollen fabrics include fabrics which are mainly woollen by weight of components and, similarly, woven worsted fabrics include fabrics which are mainly worsted by weight of components. (§) From January 1969 includes semi-worsted yarn: previously yarn of this type was not separately distinguished and the small quantities involved were divided between the woollen and worsted yarn headings. In July deliveries of semi-worsted yarn were 0.5 million kilos.

Inquiries: 01-212 0017 or 01-212 6474.

Registrations of British, community and foreign films

The following are details of films registered by the Department of Trade under the Films Acts 1960 to 1970, as amended by the European Communities Act 1972, during the week ended Friday, 1 October 1976.

BR/E indicates that the film is a British quota film, EC that the film is a quota film. The date which forms part of the registration number of each is the date on which quota life of the film expires.

Title of film	Registered no	Playing time minutes	Date of registration	Registered in the name of	Maker's name
			BRITISH		
Review No 2 (30th Year)	BR/E 38779/3/10/81	11	30 September	Data Film Distributors Ltd	National Coal Board
Sebastiane	BR/E 38780/3/10/81	85	30 September	Disctac Ltd	Disctac Ltd
Wang Yu's Seven Magnificent Nights	BR/E 38781/3/10/81	91	1 October	Cathay Films Ltd	Golden Harvest (HK) Ltd, Hong Kong
Stoner	BR/E 38782/3/10/81	98	1 October	Cathay Films Ltd	Golden Harvest (HK) Ltd, Hong Kong
Movietone News 2469	BR/E 38635/3/10/81	8	1 October	British Movietonews Ltd	British Movietonews Ltd
			FOREIGN		
Trackdown	F 38777	97	30 September	United Artists Corporation Ltd	Essaness Pictures Corporation, California
Stay Hungry	F 38778	102	30 September	United Artists Corporation Ltd	Outov Inc, California
Goodbye Norma Jean	F 38783	95	1 October	GTO Films (Distributors) Ltd	Austamerican Productions Inc, California
Aggression	F 38784	98	1 October	Antony Balch Films Ltd	SNE Gaumont, Paris

Cinema admissions and takings in July

During July, counted as a four week period, the weekly average of admissions to cinemas in Great Britain was 1.77 million and the weekly average of gross box office takings was £1.32 million. The comparable figures for July 1975 were 2.29 million and £1.41 million respectively.

British Film Fund Agency returns

The British Film Fund Agency has authorised the publication of the following information for the four weeks ended 28 August 1976.

Distributors' Earnings submitted	£
Low cost films:	
Eligible (after multiplying by 2½)	59,934
Not eligible for 2½ times rental	33,529
	93,463
High cost films (including newsreels after multiplying by 2½)	444,639
	538,102
Films under 3,000 ft (after multiplying by 2½)	30,232
	568,334

Levy collections paid to the Agency by HM Customs and Excise to 21 September 1976 approximately covering entertainments for the four weeks ended 28 August 1976 £389,642

The tenth interim allocation for the nineteenth year will be at the rate of 60 per cent.

Business Monitors

Production series

Monthly at £2.22 each a year post free:

PM332	Metal-working machine tools for May and June 1976
PM423	Foam backing, foam laminating and fabric to fabric bonding for July 1976
PM440	Made-up clothing (sales volume indices) for April 1976
PM476	Imported timber for July 1976

Quarterly at 74p each a year post free:

PQ211	Grain milling for second quarter 1976
PQ219	Animal and poultry foods for second quarter 1976
PQ279.4	Formulated pesticides, etc. for second quarter 1976
PQ279.5	Printing ink for second quarter 1976
PQ323	Miscellaneous non-ferrous metals for second quarter 1976
PQ336	Construction and earth moving equipment for first quarter 1976
PQ349.1	Ball, roller, plain and other bearings for second quarter 1976
PQ429.2	Miscellaneous textile industries for second quarter 1976
PQ462	Pottery for second quarter 1976
PQ482.2	Miscellaneous packaging products of paper and film for second quarter 1976
PQ483	Manufactured stationery for second quarter 1976
PQ485	Newspapers and periodicals for second quarter 1976
PQ1,002	Manufacturing industries (total sales) for second quarter 1976

Business Monitors in the Production series and Miscellaneous series, and certain Monitors (nos SD1 and SD6) in the Service and Distributive series, are normally available by annual subscription from Her Majesty's Stationery Office, PO Box 569, London SE1 9NH. Copies of specific issues (including back issues) can be ordered by post (payable in advance) from the Library at the Business Statistics Office, Cardiff Road, Newport, Gwent NPT 1XG (tel. 0633 56111, ext. 2973; telex 497121/497122 – Answer back BSO Newport), from which a complete list of the titles of Business Monitors is available on application. Back issues of the monthly and quarterly Monitors cost 30p a copy post free. Please send payment for all orders below £5. The annual Monitors are individually priced and the cost of these will be supplied on request. Exceptionally, copies can also be purchased over the counter at the Department of Trade's Statistics and Market Intelligence Library, Export House, 50 Ludgate Hill, London EC4M 7HU.

Assistance under Accelerated Projects Scheme

The section 8 Accelerated Projects Scheme was a selective scheme announced in the chancellor's budget speech in April 1975 to promote counter-cyclical industrial investment and modernisation which would not otherwise take place due to the adverse economic climate. The principal criteria were that projects should be a net addition to the firms capital investment programme; that they would be deferred but for government assistance; that they should be commercially sound; and that they should lead to an improvement in the balance of payments.

The table below shows offers made since 1 September 1975 against which a first payment to the company concerned was made in the period 31 March 1976 to 1 September 1976.

Company	Type of assistance (see notes at foot of table)	Amount of assistance committed (£)
Lucas Industries Ltd	IRG	3,669,900
Ransome Hoffman and Pollard Ltd	L	4,900,000
Cyanamid of Great Britain Ltd	IRG	521,000
Dow Chemical Co Ltd	IRG	1,620,000

Notes:
IRG – Interest Relief Grant. L – Loan.

Regional selective assistance

The table below shows on a regional basis, the number and value of applications received and also the number and value of offers made under Section 7 of the Industry Act for July 1976.

Region	Application received		Offers made	
	No.	Value (£'000)	No.	Value (£'000)
Scotland	20	7,602	15	2,003
Wales	6	1,717	9	1,233
Northern	14	664	8	1,088
North West	20	3,620	21	3,311
Yorkshire/Humberside	21	4,622	16	476
South West	7	594	3	69
East Midlands	8	965	6	116
West Midlands	—	—	—	—
Total	96	19,784	78	8,296

Inquiries: Tel. 01-211 4216.

Export pictures

Each week *Trade and Industry* publishes pictures illustrating Britain's export business. Companies with export successes are invited to send in the story, with a photograph showing the goods in manufacture, ready for despatch, or, preferably, on arrival overseas. The story must, of course, reach us while it is still news. Send your news and photographs to the Editor, *Trade and Industry*, Room 439, 1 Victoria Street, London SW1H 0ET.

Footwear industry: orders, deliveries and stocks

[The figures for 1975 given in the table below are different from those previously published because of revisions to the basic data and the updating of seasonal factors.]

In the three months ended June 1976 deliveries were estimated to be 5 per cent lower, on a seasonally adjusted pairage basis, than in the three months ended March 1976. Net new orders were 5 per cent lower than in the previous three months, while at the end of June orders on hand were 8 per cent up on the March 1976 level. The index of output in the three months ended June 1976 was 6 per cent lower than in the three months ended March 1976.

A detailed breakdown of manufacturers' deliveries by type of footwear in pairage and value terms, together with figures of exports, imports, consumers' expenditure, prices and employment is published in the Business Monitor Production series under the reference PQ 450.

The index of output is calculated from the value of total sales and work done by firms classified to the footwear industry (Minimum List Heading 450 of the Standard Industrial Classification). In using the index numbers it should be borne in mind that when price increases are large, the various problems associated with constructing a constant price value series become more acute. Because of these difficulties the relative accuracy of the estimates is likely to have been reduced in recent years.

The data on pairage and value relate to complete footwear only sold by manufacturers, classified to MLH 450 and to other industries (eg rubber) in the SIC, employing 25 or more persons.

Index of output: Orders on hand, net new orders, deliveries and stocks of complete footwear

Monthly averages or monthly totals

	Index of output 1970 = 100	Orders on hand (end period)		Net new orders			Deliveries			Stocks (end period)
		Million pairs	£ million	Million pairs		£ million	Million pairs		£ million	Million pairs
1966		33.6					16.4			
1967		37.8		16.5			16.1			
1968	113	41.6		17.3			17.0			
1969	108	34.6		15.9			16.5			
1970	100	38.9		16.6			16.2			
1971	108	32.5	55.7	15.7			16.2		23.8	19.4
1972	104	29.5	59.6	15.2		24.8	15.4		24.5	18.5
1973	108	46.2	85.2	17.1		30.5	15.7		28.4	16.5
1974	107	44.3	79.5	14.3		30.9	14.4		31.3	18.0
1975	101	38.8	91.8	13.3		36.2	13.7		35.1	15.8
	Seasonally adjusted	Actual	Actual	Actual	Seasonally adjusted	Actual	Actual	Seasonally adjusted	Actual	Actual
1974 1st quarter	102	51.1	87.5	15.2	13.9	29.7	13.6	13.3	28.9	13.6
2nd quarter	112	51.9	95.1	14.7	14.5	32.6	14.4	15.5	30.0	19.4
3rd quarter	110	40.1	73.7	11.0	13.9	26.8	14.9	14.5	33.9	16.4
4th quarter	104	44.3	79.5	16.2	15.1	34.6	14.8	14.5	32.7	18.0
1975 1st quarter	106	36.2	63.2	11.9	11.0	31.3	14.6	14.6	36.7	18.3
2nd quarter	95	41.2	82.4	14.0	13.4	36.8	12.3	13.1	30.4	23.1
3rd quarter	101	33.7	70.0	11.9	14.3	33.1	14.4	14.0	37.2	17.4
4th quarter	101	38.8	91.8	15.3	14.5	43.4	13.6	13.4	36.1	15.8
1976 1st quarter	102	43.0	90.2	14.9	13.4	39.7	13.4	13.0	40.2	19.0
2nd quarter p	95	46.3	105.1	12.6	12.7	38.4	11.5	12.4	33.5	20.9
1975 January	109	39.2	71.7	9.6	9.3	29.0	14.7	14.8	36.8	
February	110	33.8	63.2	9.4	8.9	29.1	14.8	14.7	37.6	
March	99	36.2	63.2	16.6	14.7	35.7	14.1	14.2	35.7	
April	91	40.3	75.2	17.2	13.1	43.8	13.1	12.9	31.9	
May	89	44.0	88.0	14.8	13.6	40.0	11.1	12.5	27.2	
June	105	41.2	82.4	9.9	13.5	26.5	12.8	13.9	32.1	
July	104	34.6	68.8	7.5	11.5	24.3	14.0	13.9	37.9	
August	98	33.6	67.5	11.5	15.7	30.0	12.5	13.8	31.3	
September	103	33.7	70.0	16.6	15.8	44.9	16.5	14.4	42.4	
October	102	38.5	87.2	21.2	15.7	59.9	16.4	13.6	42.8	
November	100	38.8	92.8	13.8	12.4	40.5	13.5	13.3	34.9	
December	102	38.8	91.8	10.9	15.4	29.7	11.0	13.2	30.6	
1976 January	106	39.2	89.1	13.7	13.9	35.3	13.3	14.0	38.0	
February	105	40.4	90.3	14.2	13.3	40.8	13.1	12.9	39.6	
March	95	43.0	90.2	16.6	12.9	43.0	14.0	12.3	43.0	
April p	92	43.2	92.3	11.8	9.4	35.8	11.6	12.0	33.7	
May p	99	48.0	105.9	15.9	15.4	45.9	11.1	13.1	32.3	
June p	96	46.3	105.1	10.2	13.4	33.6	11.8	12.2	34.5	

p = Provisional.

Inquiries: 01-212 0444.

Have you a good industrial news picture?

Pictures are published in *Trade and Industry* each week showing developments in British industry. If your company has introduced an interesting new product, if you have received an award, if you have developed a novel manufacturing process, if you have produced the biggest or smallest or heaviest or (you feel) the best designed product, you are welcome to send us a photograph with a short news story. Contributions should be sent promptly – while the subject is still newsworthy – to the Editor, *Trade and Industry*, Room 439, 1Victoria Street, London SW1H 0ET.

Index of industrial production for Wales

Results for second quarter of 1976

Provisional results of the index of industrial production for Wales showed a continued upturn in output in the second quarter of 1976, though production is still well below 1974 levels. The all-industries index, after a 4.9 per cent increase in the first quarter, rose a further 1.3 per cent in the second – 3.3 per cent above the 1975 average. Thus the recovery indicated by the first quarter's results appears to have been sustained in the second, though provisional figures should not be relied upon too heavily. The UK index by comparison rose only 0.7 per cent over the quarter.

In the manufacturing sector output increased by 1.9 per cent overall, mainly due to the 11.3 per cent increase in ferrous metal. Production was also up in food, drink and tobacco (8.4 per cent); non-ferrous metal (6.9 per cent), timber, furniture, etc. (5.9 per cent) and other manufacturing industries (5.3 per cent). Only in textiles, leather and clothing was there a major fall, of 9.3 per cent, but slight falls were also registered in chemicals and allied industries, electrical engineering and metal goods; elsewhere output was maintained at approximately the same level as in the first quarter.

The construction index, which rose slightly in the first quarter, fell to a new low, 18 per cent below 1970 levels. The utilities index, however, maintained its upward trend with a rise of 6 per cent.

As in the first quarter, a market sector analysis of the index is also presented. The consumer goods sector, after falling slightly in the previous two quarters, rose 4.3 per cent in the second. More importantly, the intermediate sector, of far greater proportional weight in Wales than the UK as a whole, rose 2.6 per cent, mainly due to some recovery in the steel industry, and continued the upward trend from the very low levels recorded during most of 1975. The investment goods sector, however, declined in this quarter by 6.8 per cent – but nevertheless remains well above the UK level.

Notes

Many of the series used in compiling the index, in particular for manufacturing industry, measure sales out of the factory rather than production over a particular period. Sales and production in a quarter may differ because of movements in stocks. While this distinction is generally not important in interpretation it can be significant in periods when output is interrupted and during the subsequent recovery. It has been estimated that in the case of the United Kingdom index, because of the difference between deliveries and production,

Index of industrial production for Wales: 1970 based[1]

Seasonally adjusted indices (1970 = 100)

1968 SIC	1970 weights per thousand	Annual indices					Quarterly indices 1975				1976	
		1971	1972	1973	1974	1975	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr (2)
Total: all industries	1,000	100.1	107.2	112.6	107.0	98.9	107.1	97.1	95.0	96.2	100.9	102.2
Mining and quarrying	85	101	81	82	62	73	76	72	70	73	68	66
Total: all manufacturing industries	701	101.0	108.5	116.9	111.5	101.8	110.1	98.6	99.3	99.2	105.0	107.0
Food, drink and tobacco	40	106	112	120	134	147	148	147	151	143	143	155
Coal and petroleum products	37	103	98	106	128	99	105	104	94	95	100	99
Chemicals and allied industries	47	118	125	131	142	130	128	121	124	145	152	148
Metal manufacture	199	94	99	102	86	72	96	61	64	67	79	87
Ferrous	166	94	101	99	79	65	92	52	55	60	71	79
Non-ferrous	33	94	89	114	121	108	113	107	108	102	116	124
Engineering and allied industries: total	222	101	106	118	118	114	117	116	112	111	113	112
Mechanical and instrument engineering	62	96	96	110	115	107	109	110	107	100	103	104
Electrical engineering	56	104	113	140	137	146	149	151	144	141	148	145
Vehicles (including aircraft and ship-building)	65	106	112	110	109	103	104	100	98	109	107	107
Metal goods not elsewhere specified	39	97	103	113	113	99	107	101	96	91	91	88
Textiles, leather and clothing	59	104	127	123	107	96	94	98	101	91	97	88
Bricks, pottery, glass, cement, etc.	20	127	133	152	135	119	121	120	131	106	111	111
Timber, furniture, etc.	13	109	128	150	124	130	123	127	132	138	136	144
Paper, printing and publishing	31	86	98	116	90	72	80	68	70	70	72	73
Other manufacturing industries	32	103	125	147	145	128	132	121	132	128	133	140
Construction	146	99	103	102	92	90	98	94	85	83	85	82
Gas, electricity and water	68	92	135	130	149	120	134	120	104	122	134	142

Source: Welsh Office.

UK Index – key components

Total: all industries	1,000	100.4	102.7	110.2	106.3	101.0	104.6	99.8	99.3	100.5	101.4	102.1
Mining and quarrying	37	100	84	93	79	86	88	85	83	90	87	87
Total: all manufacturing industries	745	99.6	102.4	110.8	108.1	101.4	106.1	100.0	99.5	100.1	101.7	102.7
Construction	146	103	105	107	98	93	94	93	94	93	94	92
Gas, electricity and water	72	104	111	118	119	120	120	121	117	125	123	121

Source: Central Statistical Office.

(1) The annual review of the Welsh index, necessary for technical as well as other reasons, has resulted in the indices given above differing in some cases from those published previously. Those interested in receiving the revised series should apply to Economic Services Division, Welsh Office, Cathays Park, Cardiff (tel. Cardiff (0222) 28066 ext. 314).

(2) Provisional.

Index of industrial production for Wales: 1970 based Market sector analysis

Seasonally adjusted indices (1970 = 100)

	1970 weights per thousand	Annual indices					Quarterly indices 1975				1976	
		1971	1972	1973	1974	1975	1st qtr	2nd qtr	3rd qtr	4th qtr	1st qtr	2nd qtr (1)
Consumer goods sector	137	104.6	119.7	136.1	127.0	125.0	125.5	126.1	126.3	122.0	121.7	126.9
Intermediate goods sector	594	99.1	106.0	108.0	101.8	89.9	101.6	86.0	83.6	88.2	95.8	98.3
Investment goods sector	123	101.5	102.6	124.2	128.8	123.5	125.6	122.1	123.0	123.0	120.9	112.7

Source: Welsh Office.

UK Index

Consumer goods sector	249	102.7	109.9	118.9	116.7	110.7	115.3	109.3	109.4	108.8	109.4	110.7
Intermediate goods sector	363	99.2	101.1	109.6	105.2	97.9	102.1	95.9	94.8	98.6	101.9	102.8
Investment goods sector	238	98.4	96.3	102.9	102.3	100.5	103.4	100.9	99.4	98.3	97.8	99.3

Source: Central Statistical Office.

(1) Provisional.

the all-industries index probably overstated the level of output by about ¼ per cent in the fourth quarter of 1975 and understated by about ½ per cent in the first quarter of 1976, while provisional evidence suggests an overstatement in the second quarter.

About one half of the index of production is derived by the revaluation to the prices of 1970 of data expressed at current prices. When the rate of change of prices is relatively large, or itself changes rapidly, the problems associated with this revaluation become more acute. For this reason the estimates for periods since about the end of 1973 should be regarded as subject to wider margins of error than in earlier years.

The index numbers are all seasonally adjusted. Seasonal adjustment removes any annually recurring quarter to quarter variations due, for example, to the incidence of holidays.

When information becomes available for a complete year it is necessary to amend previously published seasonally adjusted index numbers to ensure that their average for a year equals that of the unadjusted index numbers. Revision to the latest quarter's figures are also necessary when more complete information becomes available.

The overall index, and that for all manufacturing industries obviously reflects the composition of industry in Wales. This differs markedly from that nationally. For example ferrous metals has a 16.6 per cent weighting in Wales, while nationally its weight is 4.3 per cent; engineering and allied industries in the Welsh index has a weight of 22.3 per cent, nationally its weight is 31.9 per cent. These structural differences must be borne in mind when comparing changes in the Welsh and national indices.

The normal presentation of the Welsh index analyses output in terms of industries of a broadly similar technical nature. Goods produced by similar methods may, however, differ markedly in their end-use; they may be bought by the private consumer, or purchased by industry for further processing or as investment goods. In recognition of this fact, and in an attempt to determine the direction from which demand originates, the Welsh index is also analysed in terms of market sector aggregates. The only major industry excluded from this analysis is construction. The industrial make-up of each of the three sectors is basically similar to that adopted for the United Kingdom as a whole, and outlined in 'The measurement of changes in production', HMSO, 1976. The only major difference between the composition of the sectors in Wales and the United Kingdom results from the motor vehicle industry in Wales belong allocated (by virtue of its structure) to the intermediate rather than the consumer sector. The relative importance of the different sectors in Wales can be judged by their percentage contribution to overall output (United Kingdom percentages in brackets): consumer goods industries, 13.7 per cent (24.9 per cent); investment goods industries, 12.3 per cent (23.8 per cent); intermediate goods industries, 59·4 per cent (36.3 per cent). The various percentages do not sum to 100 due to the exclusion of the construction industry.

'Energy Trends': total energy consumption up

Total inland energy consumption, on a primary fuel input basis, rose by about 1 per cent during the three months May to July this year, compared with the same period in 1975. After temperature correction and seasonal adjustment, total energy consumption was up by over 3 per cent.

This is shown in the latest issue of *Energy Trends*, the Department of Energy's monthly statistical bulletin.

Compared with the same period last year, coal consumption during the period was up by about 1.5 per cent, while that of petroleum was down by 1.3 per cent.

Coal consumption higher

During the period June to August this year, total consumption of about 2.7 per cent compared with the same period last year. Power station and coke oven use rose by about 7.3 and 8.5 per cent respectively, but in all other sectors the declining trend evident in recent months continued.

Coal stocks held at power stations rose by half a million tons during August and at the end of that month totalled just under 20 million tons. Stocks at coke ovens followed the normal seasonal pattern and declined by nearly 400,000 tons. The National Coal Board's stocks fell by 300,000 tons and there was an overall drop of 177,000 tons during the month.

Gas – North Sea offtake lower

Natural gas consumption during the period January to July this year was 9 per cent higher than in the same period of last year. However, almost all the increase occurred in the first four months of the year and consumption in the very warm period from May to July was only marginally greater than a year ago.

Supplies of natural gas were about 3 per cent lower during the period June to August this year, compared with the same period in 1975. This was probably due to the long warm spell and is reflected in a fall of some 4.6 per cent in the offtake from the North Sea.

The use, however, of imported Algerian methane rose during the period by nearly a half – but the quantity involved, 91 million therms, is very small in relation to Britain's total natural gas requirements of 2,090 million therms. The balance is supplied from our indigenous sources.

Gas sent out in the three months was also down by less than 2 per cent on the same period last year.

Electricity demand slightly up

Total electricity supplies in the three months May to July were about 1.6 per cent higher than in the same period last year. In the latest month of the period, the increase was nearly 3.5 per cent and reflects, says the bulletin, increasing demand by industrial consumers.

Rise in North Sea crude oil output

Production of North Sea crude oil during the three months May to July rose to nearly 2.5 million tons. This is reflected in a fall of over 7 per cent (nearly 1.7 million tons) in net arrivals of crude oil from overseas.

In July, however, output was lower than in the previous month because of work on modifications to production platforms.

Total inland deliveries of petroleum products in the period May to July were about 1 per cent lower than in the same period last year. However, with the exception of the heavier items, all petroleum products were in greater demand than a year ago.

Of the principal products, naphtha·deliveries rose by over 8 per cent, indicating, says the bulletin, a substantial degree of increased activity in the petrochemical industry.

Energy Trends is prepared by the Economics and Statistics Division of the Department of Energy. Copies may be obtained from: Information Division, Department of Energy, Room 1674, Thames House South, Millbank, London SW1P 4QJ.

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Provisional estimates of vehicle production and new car registrations in September

Tables 1 and 2 show United Kingdom vehicle production in the five weeks ending 25 September, as estimated from provisional returns supplied by the major manufacturers.

September car production at 97,000 units (19,400 per week) was 19 per cent below the number produced in September 1975. The cumulative total of cars produced in the first nine months of this year was 2 per cent above that in the corresponding period of 1975. Commercial vehicle output of 32,200 units (6,440 per week) was 5 per cent below the level in September 1975; in January to September as a whole, commercial vehicle output was 6 per cent below that of a year earlier.

Seasonally adjusted, September car output of 99,000 units and commercial vehicle output at 29,700 were both 6 per cent below the monthly average for 1975. Comparing the third quarter with the second quarter, car production fell by 7 per cent and commercial vehicle production fell by 2 per cent.

Table 3 shows provisional estimates of new car registrations. Seasonally adjusted, new car registrations in Great Britain in September are provisionally estimated at 94.000. In the third quarter, the average monthly level of registrations was 99,000 a fall of 7 per cent compared with the preceding quarter.

TABLE 1 Estimated UK production in September 1976

Thousands

	Cars		Commercial vehicles	
	Month	Weekly average	Month	Weekly average
Estimated output				
1976 (5 weeks ended 25.9.76)	97.0	19.4	32.2	6.4
1975 (5 weeks ended 27.9.75)	119.4	23.9	34.0	6.8
Percentage change		−19		−5

TABLE 2 UK vehicle production: monthly averages (seasonally adjusted)

Thousands

	1975		1976						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	August	Sept.	Apr./June 1976	July-Sept. 1976	% change
Cars	107	99	117	111	104	133	80	99	111	104	−7
Commercial vehicles	30.3	29.5	31.8	30.4	29.8	33.3	26.5	29.7	30.4	29.8	−2

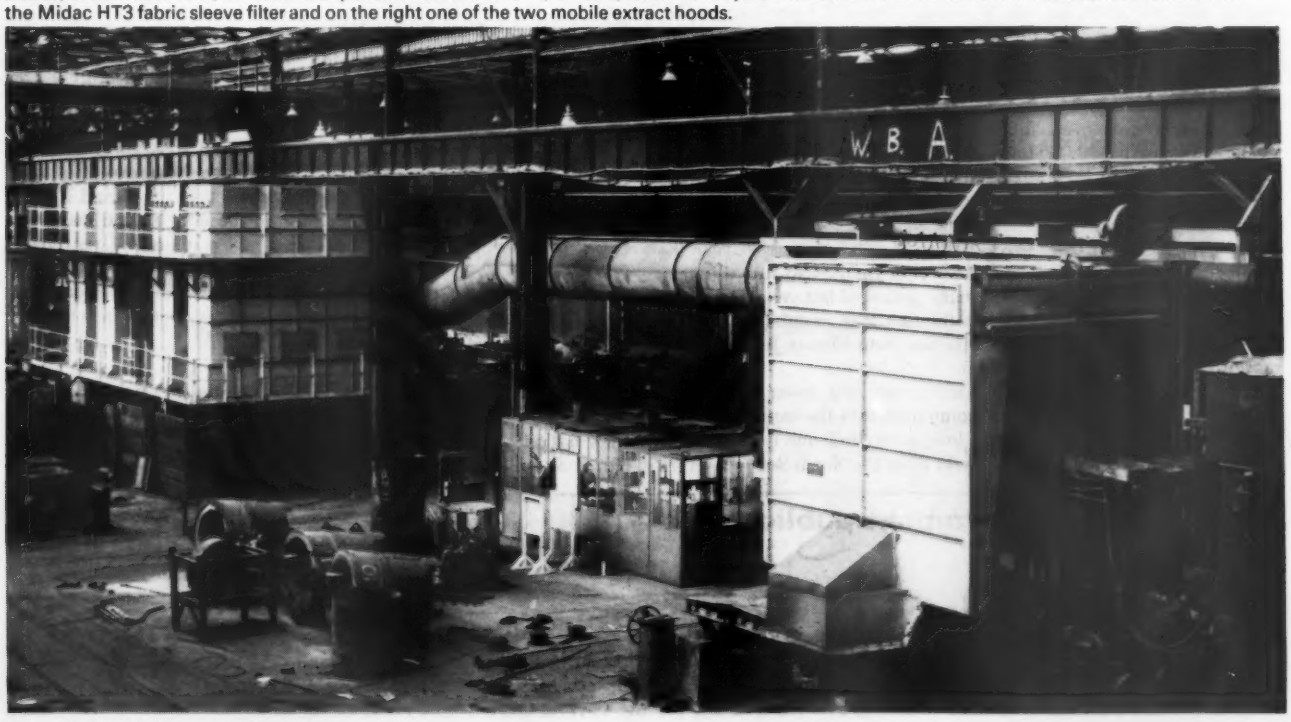
TABLE 3 New car registrations

Thousands

	1975		1976						Average of		
	3rd qtr.	4th qtr.	1st qtr.	2nd qtr.	3rd qtr.	July	August	Sept.	Apr./June 1976	July-Sept. 1976	% change
Recorded	108	69	115	110	108	53	180	92			
Seasonally adjusted	103	84	106	106	99	87	115	94	106	99	−7

Fume control at steelworks

Fume control equipment to handle the fumes generated by two 4½ ton electric arc furnaces has been installed at the Openshaw, Manchester steelworks of Edgar Allen Balfour Steels Ltd. The equipment, designed and manufactured by Midac Dust Control of Birmingham, comprises two extract hoods, extract ductwork, a mechanically shaken fabric filter unit, fan sets, screw conveyors and the associated steelwork. Picture shows on the left the Midac HT3 fabric sleeve filter and on the right one of the two mobile extract hoods.



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A = annually M = monthly Q = quarterly 6M = every six months.

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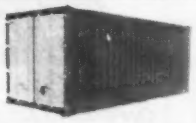

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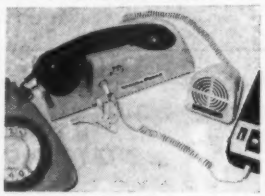

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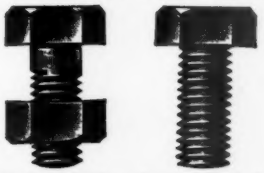

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